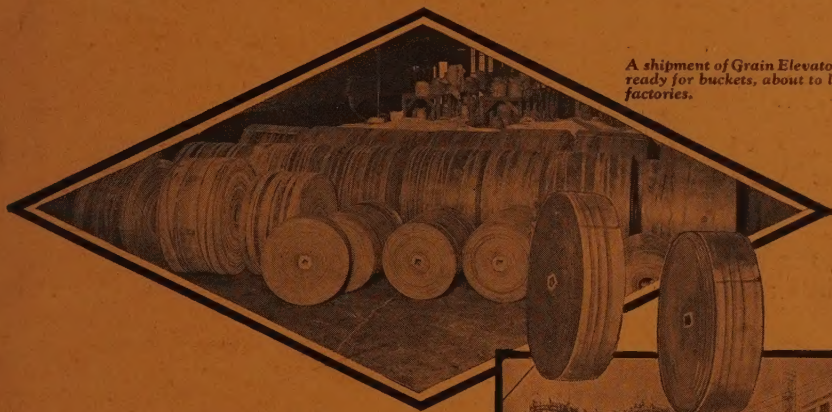


# GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.



A shipment of Grain Elevator Belting, punched ready for buckets, about to leave the Diamond factories.

Pier No. 7 and Marine Tower of B. & O. Elevator at Baltimore, Md., where 9½ miles of Diamond Belting was installed.



Spiller's Elevator constructed by the Vancouver Terminal Grain Co., who chose Diamond for their new 10,000 ft. equipment.

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It is not a matter of chance that Diamond Elevator and Conveyor Belts are so frequently named as equipment for such outstanding installations.

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Elevator and Conveyor Belts



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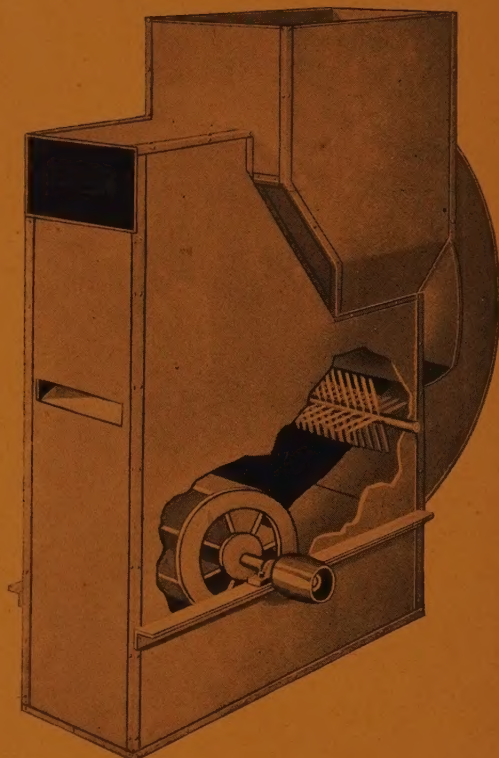
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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEXAS.

Beasley Grain Co., J. N., grain and seeds.  
Great West Mill & Elevator Co., millers, grain dhrs.\*  
Kearns Grain & Seed Co., grain, field seeds.\*  
Kenyon Grain & Seed Co., grain and hay.  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants\*

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Chamber of Commerce Members.

Beer & Co., Inc., E. H., grain, hay, seeds.\*  
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Lederer Bros., grain receivers.\*

### BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studsaker Grain & Seed Co., grain, hay, seeds.\*

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Cargill Grain Co., grain merchants.  
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McKillop, Inc., J. G., consignments.\*

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Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Wilder-Murrell Grain Co., track buyers grain and seeds.\*

### CHICAGO, ILL.

Board of Trade Members.

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Bacheno Co., J. J., grains, millfeeds, concentrates.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Hardware Co., grain commission.\*  
Chicago Grain & Salvage Co., salvage grain.  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Roy, Elmhurst & Harris, grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Harris, Winthrop & Co., grain commission.\*  
Hoit & Co., Lowell commission, grain and seeds.  
Hulburt, Warren & Chandler, stocks, bonds, grain, etc.  
Lambson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.  
McKenna & Dickey, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., commission merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Rothschild Co., D., receivers and shippers.\*  
Rumsey & Co., grain commission.\*  
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Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., receivers and shippers.\*

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Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

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Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.\*  
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Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.\*

\*Members Grain Dealers National Association.

### CROWLEY, LA.

Lyman, C. W., broker corn, oats, feeds, hay.

### DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.\*

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Baldwin & Co., H. I., grain dealers.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Denver Elevator, wholesale grain, flour, millfeed.  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.  
Farmers Union M. & E. Co., millers, grain mchts.  
PHELPS Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*

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Caughey-Josman Co., grain and field seeds.\*  
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Lichtenberg & Son, oats, corn, hay, straw.\*

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Board of Trade Members.

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### FORT DODGE, IOWA.

Christensen, George, grain broker.\*

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Burrus Mill & Elevator Co., flour milling.  
Dorsey Grain Co., merchants—commission consignments.  
Ft. Worth Elevators Co., gr. merchants, pub. storage.  
Gladney Grain Co., consignments.  
Rosenbaum Grain Corp., J., grain merchants.\*  
Kimbell Milling Co., millers and grain dealers.  
Moore-Seaver Grain Co., recvrs., shprs., consignments.\*  
Morrow & Co., Jos., grain and cotton.  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Service Grain & Comm. Co., bkrs. consignments, cash gr.  
Smith Bros. Grain Co., consgmts-merchants.\*  
Terminal Grain Co., grain, hay, millfeed.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills, "Superior Feeds."

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Grubbs Grain Co., E. A., track buyers.\*

### HOUSTON, TEX.

Rothschild Co., S., grain, c/s products, rice, b/p.\*

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Hart-Maibucher Co., grain merchants.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Montgomery & Tompkins, receivers and shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.

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Christopher & Co., B. O., kafir, feretira, milo.\*  
Davis Grain Co., A. C., grain commission.  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Commission Co., consignments.  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros. Grain Co., receivers and shippers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Shannon Grain Co., consignments.  
Thresher Grain Co., R. J., grain commission.\*  
Uppike Grain Corp., consignments.  
Vanderslice-Lynds Co., commission.\*  
Wilser Grain Co., consignments.\*

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Lackey, Douglas W., mlg. grain, milo, alfalfa meal.

### LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.

### LITTLE ROCK, ARK.

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Gordy Co., O. L., grain brok., hay, grain and mill feed.  
Wilson, John E., brokers-grain and mill feed.

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Board of Trade Members.

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Brandels & Son, A., receivers and shippers.  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Thomson Elevator Co., grain dealers.  
Verhoeff & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moore-Taylor Co., grain and hay brokers.

### McKINNEY, TEX.

Reinhardt & Co., wheat, corn, oats, maize.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

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Buxton, E. E., broker and commission merchant.\*  
U. S. Feed Co., grain, hay, millfeed.\*

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Meech & Stoddard, Inc., grain, feed, hay, flour.\*

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Chamber of Commerce Members.

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Kamm Co., F. C., grain shippers.\*  
Milwaukee Grain Com. Co., recvrs., grain and seed.

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Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Delmar Co., shippers.  
Fraser-Smith Co., grain merchants.\*  
Huhenthal, O. G., gr. mchts., oil meal, chicken feed.  
Hiawatha Grain Co., screenings.\*  
Mainquist & Co., C. A., receivers and shippers.\*  
Marfield Grain Co., grain commission.\*  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seidl, shippers grain and feed.\*  
Van Dusen-Harrington Co., grain merchants.\*

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McKay-Reece Co., wholesale seeds & grain.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.\*

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Produce Exchange Members.

Abel, Joseph A., grain broker.  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Co., grain brokers.  
Therrien, A. F., broker.

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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Acme Milling Co., millers & grain dealers.  
Hardeman-King Co., millers, grain dealers.\*  
Jackson Grain Co., grain merchants.  
Okla. City Mill & Elevtr. Co., millers, gr. dealers.\*  
Mashburn-Mullin Grain Co., grain and feeds.  
Scannel Grain Co., E. M., grain and feed.  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.

## OMAHA, NEBR.

Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., commission and brokerage.\*  
Udike Grain Co., milling wheat.\*

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Board of Trade Members.

Cleveland Grain & Mfg. Co., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Lake Grain Co., grain commission.\*  
McFadden & Co., O. C., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn & specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
Gordon Grain Co., grain commission.\*  
Heald Grain Co., consignments exclusively.  
Kellogg-Huff Grain Co., grain merchants.\*  
Norton Grain Co., consignment specialist.\*

## SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

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Hall Grain Co., Marshall, grain merchants.\*  
Hunter-Robinson Mfg. & Gr. Co., grain, feedstuffs.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Martin & Knowlton Grain Co., grain merchants.\*  
Morton & Co., grain commission.\*  
Nelson Commission Co., grain commission.\*  
Parker & Beardsley Com. Co., grain and grass seed.\*  
Powell & O'Rourke Grain Co., buyers-sellers corn.\*  
Turner Grain Co., grain commission.\*

## SALT LAKE CITY, UTAH.

Nelson Co., Sterling H., shprs of select milling wheat.

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.\*  
Custuborder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

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Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.\*

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King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenbiser & Co., John, grain receivers, shippers.\*  
Zahn & Co., J. F., grain and seeds.\*

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Smith McLinden Grain Co., wheat, corn, kafir, millfeed.  
Simonds-Shields-Lonsdale Co., receivers and shippers.  
Wichita Terminal Elevtr. Co., general grain and elevtr.\*

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SUCCESSORS TO  
GOFFE & CARKENER CO.

Receivers and Shippers

St. Louis, Mo.

# G

**MARSHALL HALL GRAIN COMPANY**

HANDLED ON COMMISSION  
BOUGHT TO ARRIVE  
SOLD FOR SHIPMENT  
EXPORTERS

SAINT LOUIS

Figure the amount of advertising carried—Can you doubt our ability to **Produce Results**

"We Ship What We Sell"

**Powell & O'Rourke  
Grain Company**

Operating Brooklyn St. Elevator

Buyers and Sellers of Corn

846 Pierce Bldg.

St. Louis

"We Ship What We Sell"

Grain and Hay  
Exchange Members

## PITTSBURGH

Grain and Hay  
Exchange Members

**HARPER GRAIN CO.**

Wabash Building

Modern elevator facilities  
at your command.

**JESSE C. STEWART CO.**

GRAIN and FEED

Own and Operate the

IRON CITY GRAIN ELEVATOR

PITTSBURGH, PA.

Branch Office at Clarksburg, W. Va.

ESTABLISHED 1872

**R. S. McCAGUE, Ltd.**

Receivers and Shippers

Corn, Oats, Hay and Mill Feed

PITTSBURGH, PA.



Board of Trade  
Members**KANSAS CITY**Board of Trade  
MembersHandling  
Consignments  
and Futures  
48 Years**B. C. Christopher & Co.**

KANSAS CITY MO.

Buyers and  
Shippers Kaffir,  
Feterita, Milo  
Maize, Mill Feed**C. N. D. QUOTATIONS**

A complete record of C. N. D. or Radio Market Quotations is invaluable for ready reference.

Each sheet is headed "Board of Trade Quotations for Week Commencing Monday ..... 192...." Columns are provided for three Wheat options, three Corn, three Oats, three Rye and two Barley. Spaces for the market hourly and at close. Closing prices for previous week are listed at top.

Sixty sheets, printed on bond paper, 9 1/2 x 11 1/2, are well bound in book form, with flexible pressboard covers—a year's supply. Order Form 97-5. Price \$1.00. Weight 14 oz.

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309 South La Salle St. Chicago, Ill.**A. C. DAVIS GRAIN CO.**  
**Grain Commission**

Mill Orders a Specialty

Consignments and Future Orders Solicited  
KANSAS CITY, U. S. ABuyers—Sellers  
**WHEAT . CORN  
OATS . BARLEY**  
CONSIGNMENTS  
MILL ORDERS**CONSIGN**ERNST-DAVIS COM. CO.  
Kansas City**SHANNON GRAIN COMPANY**  
**CONSIGNMENTS**

201-2 Board of Trade KANSAS CITY, MO.

**RECEIVERS, SHIPPERS AND BROKERS****RICHARDSON BROS.**Brokers  
Want Offers  
Grain - Flour - Mill Feed  
Delivered Philadelphia  
Either Export or Domestic  
The Bourse**E. A. Grubbs Grain Co.**

BUYERS—SHIPPERS

Wheat—Corn—Oats

Established 1884

Greenville, Ohio

Send Your Offerings to

**JOSEPH A. ABEL**  
GRAIN BROKER

D4 Produce Exchange New York, N. Y.

**CROWELL ELEVATOR COMPANY**

Receivers and Shippers

**GRAIN**Consignments Solicited  
OMAHA**The Sheets Elevator Co.**

GRAIN—HAY—STRAW

Cleveland, Ohio

**E. H. BEER & CO., INC.**

Successors to

Chas. England &amp; Co., Inc.

GRAIN—HAY—SEEDS

Commission Merchants

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Buyers—Quote Us

**M. B. JONES & CO.**

Produce Exchange. New York, N. Y.

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any of our Adver-  
tisers; you'll get a  
prompt reply.**If You Have**the interest of your  
market at heart,  
support it earnestly,  
help to advertise it  
thoroughly, and  
above all do not con-  
vey the impression  
that it is an indiffer-  
ent market by giv-  
ing it 30 cents worth  
of advertising.**Clark's Double Indexed Car Register**

for car lot dealers

Is a record book designed to afford ready reference to the record of any car number. Facing pages 11x15 1/2 of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So that the required number can always be instantly found if properly entered.

Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.50. Weight 1 3/4 lbs.

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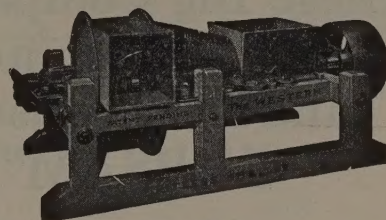
Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

Neosho Falls, Kan.—We like your Journal and have read every issue we have received.—F. M. Denney &amp; Sons.

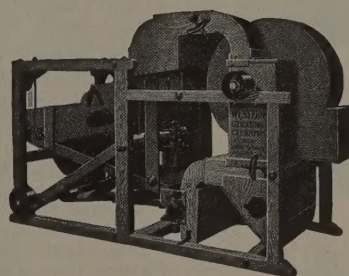


**THE  
WESTERN LINE  
GRAIN ELEVATOR MACHINERY**

Belt Conveyors  
Chain Conveyors  
Bucket Elevators  
Elevator Boots  
Elevator Casing  
Elevator Heads  
Elevator Spouts  
Chain  
Sprockets  
Wagon Dumps  
Power Shovels  
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Pitless Sheller



Gyrating Cleaner

*TRY OUR SERVICE—*

**UNION IRON WORKS--Decatur, Ill.**

**Use  
Universal  
Grain Code**

and reduce your telegraph tolls.

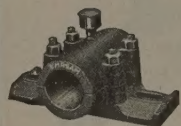
Prepared especially for the grain, millfeed and field seed trades.

It is arranged alphabetically and contains no ambiguities.

150 pages, size 4 $\frac{5}{8}$  x 7 $\frac{1}{8}$  inches. Bound in flexible leather,  
\$3.00; Board covers, \$1.50. Address Grain Dealers  
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## These Big Companies know equipment and all have used "EHRSAM"



It is a foregone conclusion that big companies investigate before they buy. And the use of Ehrsam Equipment by the big companies listed below proves conclusively that Ehrsam Equipment has the confidence of those who investigate—before they buy.

Kansas Flour Mills,  
Kansas City, Mo.  
Red Star Milling Co.,  
Wichita, Kansas  
Washburn-Crosby Co.,  
Minneapolis, Minn.  
Ralston-Purina Co.,  
St. Louis, Mo.

## "EHRSAM" Grain Handling Milling Equipment

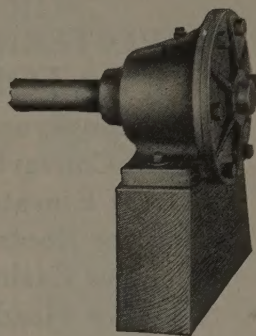
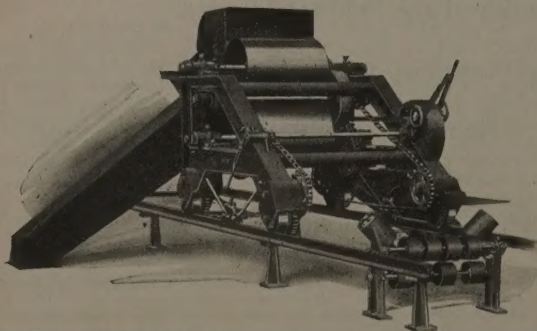
Expert Ehrsam Engineers will be glad to counsel and advise with you on your equipment needs. This is a free service—and does not obligate you. We ask that you take advantage of it today.

**J. B. EHRSAM & SONS MFG. CO.**  
ENTERPRISE, KANS.

Manufacturers of Machinery for Flour Mills, Grain Elevators, Cement Plaster Mills, Salt Plants, Coal Handling and Rock Crushing Systems, Fertilizer Factories, Power Transmission, Elevating and Conveying Equipment.

## FREE CATALOG

Anyone interested in Milling and Elevator Equipment should have a copy of the big 400-page Ehrsam Catalog.



## Beyl Elevator Backstop

U. S. Patent, July 1923

Now you can buy a Backstop at a price within reach of all. The Beyl replaces one head shaft bearing, holds instantly, releases instantly and runs in oil.

**BUILT AS STRONG AS ITS SHAFT**

Write for Booklet

**LINK BELT SUPPLY CO.**  
Minneapolis, Minn.

## Humphrey Elevator

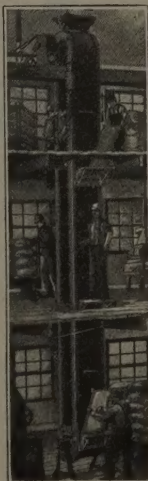
The Humphrey Employees' Elevator

## A Long-Lived Labor Saver

The "super-sturdy" construction of the **Humphrey Employees' Elevator** assures you long years of trouble-free service.

Its installation will materially reduce labor costs—your highest operating expense.

The Humphrey Elevator is a profitable investment in hundreds of mills and elevators. Write today for complete information.



**Humphrey Elevator Co.**

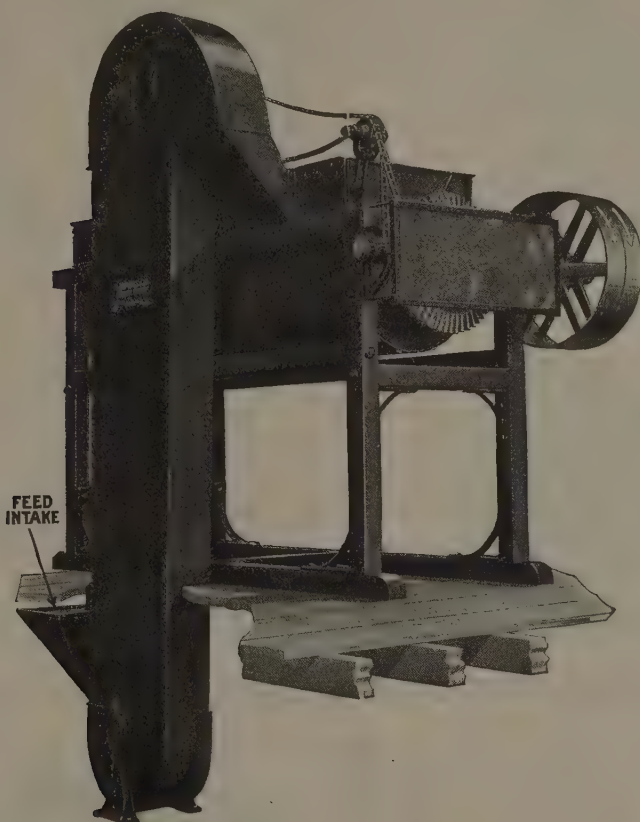
913 Division Street

Faribault, Minn.





"Eureka"—"Invincible" Grain Cleaning Machinery



## EARNING \$1200 A YEAR

That's what the "Eureka" 3-in-1 Feed Mixer is doing!

Is there a machine in your plant which is bringing in as much revenue?  
The "Eureka" 3-in-1 is a complete, self-contained, easily handled Batch Mixing Plant.  
Three units:—Loader, Mixer, Sacker—compactly arranged in one frame.  
With this outfit you can make excellent feeds for horses, mules, cattle, swine, sheep and poultry.  
Write for our No. 105 Bulletin if interested in making feeds more cheaply.

### REPRESENTATIVES:

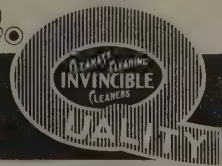
Wm. Watson, 515—No. 111 W. Jackson Blvd., Chicago  
J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.  
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.  
Bert Eesley, Box 363, Fremont, O.  
Dwight Dill, 700 North Winnetka Ave., Dallas, Tex.

Geo. M. Boss, Grand Hotel, New York City.  
S. W. Watson, 123 Maplehurst Ave., Syracuse, N. Y.  
W. M. Mentz, Sinks Grove, W. Va.  
B. M. Estes, 1429 Allston St., Houston, Tex.  
Strong-Scott M'f'g. Co., 413 So. Third St., Minneapolis, Minn.



# S. HOWES CO., Inc.

## INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane London, E. C., 3, England



## Now that inventories are over

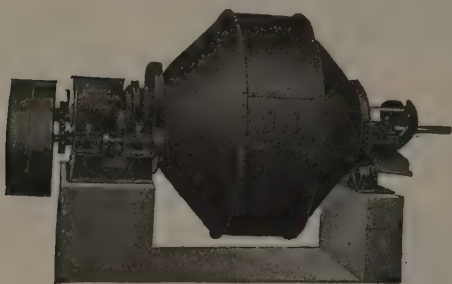
why not let us plan with you so that 1926 will be the banner year in your feed plant?

Our experience of over 100 years in feed mill problems is at your command, and we have a hunch that we can help you.

For example a

## Munson Superior Batch Mixer

cuts mixing costs by mixing speedily, thoroughly — discharging completely — using only 5 H.P. for a ton size machine.



This is only one of a full line of machines developed to cut costs in feed grinding, mixing, grading, etc.

Better drop us a line and tell us your troubles—it costs you little—will save you a lot—obligates you not at all.

### Munson Mill Machinery Co., Inc.

Established 1825

213 Seward Ave.

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REPRESENTATIVES:

F. J. Conrad, Cedar Rapids, Ia., A. F. Ordway & Sons, Beaver Dam, Wis., Strong-Scott Mfg. Co., Minneapolis, Minn., A. D. Hughes Co., Wayland, Mich.

For Greatest Profit In  
Feed Grinding, Employ The

## UNIQUE BALL BEARING ATTRITION MILL

MORE and BETTER  
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramping device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

**ROBINSON MFG. CO.**

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—111 W. JACKSON BLVD.

## The Bauer

Heavy Duty  
Attrition Mills

Costs Less Per Hour

"The Mill  
that Fills  
the Bill"

Belt and  
Motor  
Driven



Accessible  
Interior  
Self Tramping  
Safety Quick  
Release

The Bauer Ball-Bearing Motor-Driven Attrition Mill

### Put Your Grinding Problems Up to Bauer

Bauer Attrition Mills are made by Attrition Mill Specialists who have made a lifetime study and world-recognized success in building Attrition Mills that increase the output, decrease milling costs and put the Grinding Business in the profit-making class. The Bauer Engineering Department is at your service without cost to you. Let Bauer solve your Grinding Problems.

Send for Catalog

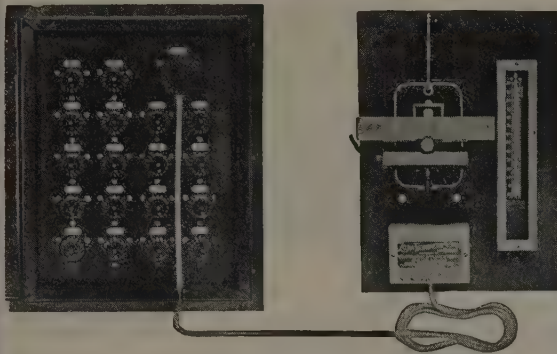
**THE BAUER BROS. CO.**

506 BAUER BLDG.

SPRINGFIELD, OHIO

Makers of Bauer Attrition Mills, Corn Crackers, Cake Breakers, Centrifugal Reels, etc.





## The "ZELENY" Protects Your Grain

*A Few  
Zeleeny  
Installations*

Cargill Grain Co.  
Pillsbury Flour  
Mills  
Bartlett Frasier  
Co.  
Uplike Grain  
Co.  
Armour Grain  
Co.  
Larabee Flour  
Mills  
New Orleans  
Public  
Elevator  
Maney Milling  
Co.  
Buckeye Cotton  
Oil Co.  
Red Star Milling  
Co.

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

**Zeleeny Thermometer Co.**

542 S. Dearborn St.

CHICAGO



## Recent Installations of Day Dust Collecting Systems

in grain elevators owned and operated by internationally known concerns proves beyond all doubt the efficiency of the Day System in eliminating the dust explosion hazard in grain elevators. You will make no mistake by following these firms who have recently installed the Day System of dust collecting:

### Van Dusen-Harrington Company

Interstate elevator, Minneapolis, Minn.  
Star elevator, Minneapolis, Minn.  
Crescent elevator, Minneapolis, Minn.  
Pioneer Steel elevator, Minneapolis, Minn.

### Spencer Kellogg & Sons, Inc.

Minneapolis, Minn.

### St. Anthony Elevator Company

St. Anthony elevator 1, 2, 3, Minneapolis, Minn.

### Monarch Elevator Co.

Republic elevator, Minneapolis, Minn.  
Monarch elevator, Minneapolis, Minn.

### Gregory, Jennison & Co.

Marquette elevator, Minneapolis, Minn.  
Exchange elevator, St. Louis Park, Minn.

### Electric Steel Elevator Co.

Electric Steel elevator, Minneapolis, Minn.

### Chicago, Mpls., St. Paul & Omaha Ry.

Midway elevator, Minneapolis, Minn.

### Empire Elevator Co.

Empire "C" elevator, Minneapolis, Minn.

### Concrete Elevator Co.

Concrete elevator 1 and 2, Minneapolis, Minn.

### Itasca Elevator Co.

Calumet elevator, Minneapolis, Minn.

### Capitol Elevator Co.

Elevators No. 4 and No. 6, Duluth, Minn.

### Peavey-Duluth Terminal Co.

Duluth, Minn.

### Consolidated Elevator Co.

Elevators I, H. D., Duluth, Minn.

### American Elevator & Whse. Co.

Buffalo, N. Y.

### Washburn-Crosby Co.

No. 1 and No. 2, Kansas City, Mo.

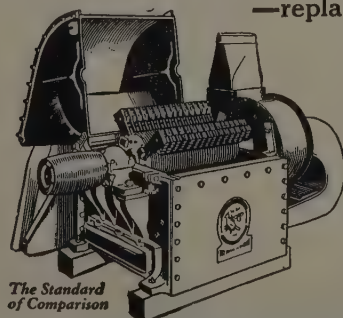
Our experienced engineers are at your service and will gladly consult with you on your dust elimination problem. Write us.

**THE DAY COMPANY**  
1025 Lyndale Ave. N. Minneapolis, Minn.

## "JAY BEE" J. B. SEDBERRY Crusher—Grinder—Pulverizer

## Grinds Any Feed to Any Degree of Fineness

The "Jay Bee" delivers larger capacities with less horse power than any other mill. The "Jay Bee" has no burrs, no knives, no rolls, no breaker plates. Manganese steel hammers, each having sixteen cutting edges reduce friction to a minimum—keep up—keep cost down—replacement parts few.



The Standard  
of Comparison

Investigate today.  
Write for full description and prices.

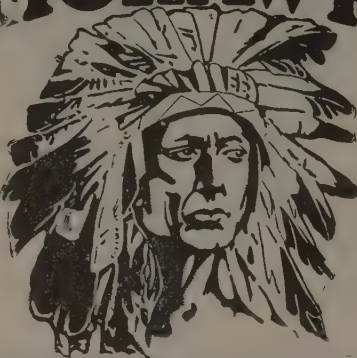
**J. B.  
SEDBERRY  
INC.**

132 HICKORY ST.  
UTICA, N. Y.

Beware of imitations. All infringements will be vigorously prosecuted.



# MOHAWK



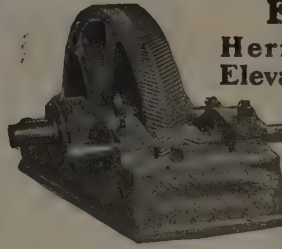
## RUBBER BELTING

For many years the Standard Belting for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

The Gutta Percha & Rubber-Mfg. Co.  
301 W. Randolph St. CHICAGO  
New York Boston Philadelphia San Francisco Seattle



## FAWCUS

### Herringbone Gear Elevator & Conveyor Drives

Save 25% to 50% in maintenance and operating costs.

Gears enclosed in dust proof and oil tight cases with roller bearings.

*Efficient - Durable - Compact*

**FAWCUS MACHINE COMPANY**

Pittsburgh, Penn.



## The Atlas Car Mover

*The Car Mover With Power*

When you put an Atlas under the wheels of a car there is never a question about moving it.

**Compound Action Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**

Appleton, Wisconsin

## WHY-A-LEAK--STOP IT

### BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

**MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

**KENNEDY SYSTEM** of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

**THE KENNEDY CAR LINER & BAG COMPANY**

SHELBYVILLE, IND.

Canadian Factory at Woodstock, Ontario



**Corn Shellers  
Yes!**

**Still in Business**

**Our 65 Years' Experience Gives You  
the Best for Less.**

Have your elevator fully equipped  
BY

**The Sidney Grain Machinery Co.**

Sidney, Ohio

Successors to the Philip Smith Mfg. Co.

## A CAR-MOVER WITH THE "PUSH"

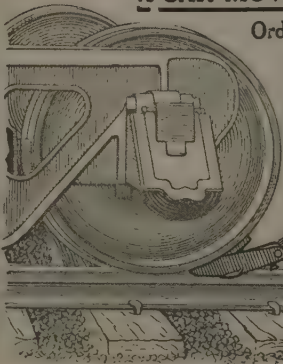
Order one on 30 days' FREE

**TRIAL.** Freight both ways paid by us if you don't find it worth the price and then some.

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your dealer

**The New Badger  
ADVANCE  
Car-Mover Co.  
Appleton, Wis.**

Look for the word  
"New Badger"--it  
identifies our product



## Record of Cars Shipped

This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9 1/2 x 12 inches, and contains 160 pages of ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. Price, \$3.00.

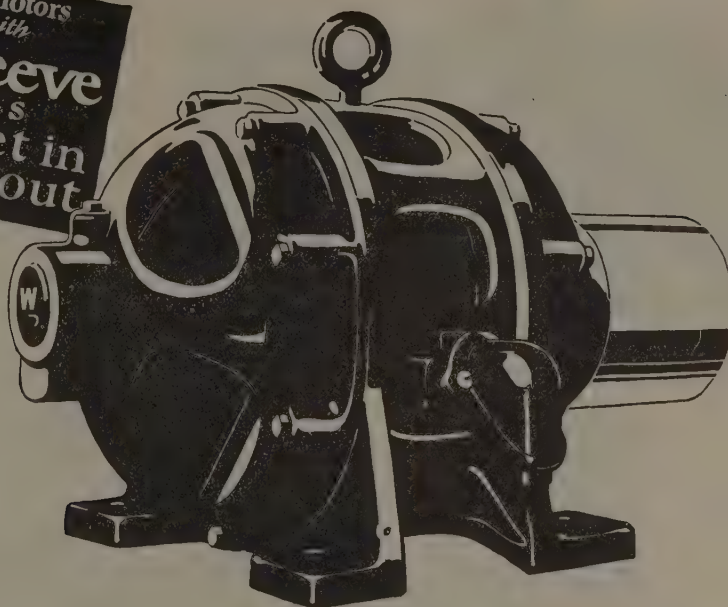
**GRAIN DEALERS JOURNAL**

309 So. La Salle St.

Chicago, Ill.



Westinghouse Motors  
are equipped with  
**Sealed Sleeve**  
BEARINGS  
Dust can't get in  
Oil can't get out



# Sealed Sleeve Bearings

*Now on Westinghouse Motors*

**P**RACTICALLY every mechanical engineer knows the advantages of the sleeve bearing; how the larger bearing surface makes for longer life; how sleeve bearings utilize a film of oil for cushioning protection; and why sleeve bearings never cause unexpected shutdowns because of sudden breakdowns.

In Westinghouse *Sealed Sleeve Bearings* those advantages have been

made doubly sure. An absolutely air tight housing keeps dust and grit *out* of the bearing and all oil *in* the bearing, thus eliminating the chief cause of insulation troubles. The oil cannot spread to the insulation.

In developing this *Sealed Sleeve Bearing* Westinghouse has again demonstrated its capacity to perfect and apply principles of proved superiority.

*Send for the "Evidence"*

WESTINGHOUSE ELECTRIC & MANUFACTURING COMPANY

EAST PITTSBURGH • PENNSYLVANIA

*Sales Offices in all Principal Cities of the United States  
and Foreign Countries*

# Westinghouse







## Missouri Pacific Railroad Co.

2,500,000 Bu. Concrete Grain Elevator

St. Louis, Mo.

DESIGNED AND BUILT BY

## Folwell-Ahlskog Co.

Engineers and Constructors

323 N. Michigan Ave. Chicago, Ill.

Operated by  
The Eastern Grain,  
Milland Elevator  
Corporation



Concrete-Central  
Elevator, Buffalo, N.Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

## Monarch Engineering Company

Buffalo, N. Y.

Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Bell  
Grain Car  
Unloaders

## The Northern Central Elevator, Baltimore—The Most Modern Elevator in the World

Designed and Constructed by

**James Stewart and Company, Inc.**

Grain Elevator Dept., W. R. Sinks, Mgr.

1210 Fisher Bldg., Chicago, Ill.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World



One of a

## Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

## THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS

Offices: Fort William Ont., Duluth, Minn., Minneapolis, Minn.



## 2,500,000 Bu. Terminal Grain Elevator

*Designed for*

**The Philadelphia Grain Elevator Company**

Port Richmond

BY

**FEGLES CONSTRUCTION CO., Ltd.**

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

Fort William, Ont.



## Kimbell Milling Company Elevator Fort Worth, Texas

**Total capacity 800,000 bushels**

First unit including headhouse with 550,000 bus. storage completed 1924; second unit of 250,000 bus. storage completed early in 1925.

*Designed and Built by*

**Jones-Hettelsater Construction Co.**

*Grain Elevators—Flour and Feed Mills*

706 Mutual Bldg.

Kansas City, Mo.



**The Baltimore and Ohio R. R. Co.'s  
Baltimore, Md.**

## Terminal Grain Elevator

**Capacity 3,800,000 Bushels**

*The Most Rapid Grain Handling  
Plant in the World*

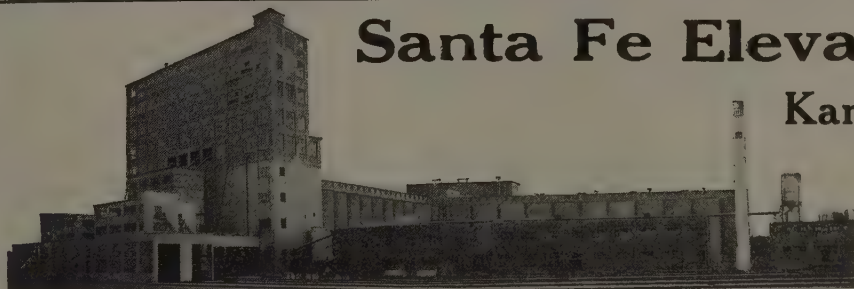
*Constructed by*

**THE M. A. LONG CO.**

*Engineers and Constructors  
Grain Elevator Department*

Baltimore

Maryland



## Santa Fe Elevator "A"

**Kansas City, Kans.**

**Capacity  
6,500,000 Bushels**

**John S. Metcalf Co.**

*Grain Elevator Engineers and Constructors*

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837 W. Hastings St., Vancouver, B. C.



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## OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

## Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.

Sioux City, Iowa

L. D. Rosenbauer, Pres.  
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L. W. Ledverwood, Sec.  
A. E. Owen, Supt. Cons.

## Southwestern Engineering Company

*Designers and Builders of*  
**MODERN MILLS,  
ELEVATORS and  
INDUSTRIAL PLANTS**  
SPRINGFIELD, MO.

C. T. Stevens

C. E. Roop

C. B. Barutio

**Stevens Engineering & Construction Co., Incorporated**  
*Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS*  
319 BUDER BUILDING ST. LOUIS, MISSOURI

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

## CRAMER BUILT

is the mark designating the best in Grain Elevator Construction at normal prices

**W. H. Cramer Construction Co.**  
NORTH PLATTE, NEBR.  
*Plans and Specifications Furnished*

**A. F. ROBERTS**  
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ELEVATORS  
CORN MILLS  
WAREHOUSES  
PLANS  
ESTIMATES  
MACHINERY  
KANSAS

**J. E. STEVENS**

53 Devonshire St. Boston, Mass.

Designer and Builder of  
**MODERN GRAIN ELEVATORS**

**RELIANCE**  
**Construction Co.**

Board of Trade  
Indianapolis, Ind.

Designers and Constructors  
of the better class of grain  
elevators—concrete or wood.

**HICKOK** Construction Co. **ELEVATORS**  
MINNEAPOLIS

★★★  
★ **The Star Engineering** ★  
★ **Company** ★

Specialists in  
**Grain Elevator Construction**

Our elevators stand every test,  
Appearance, Strength, Durability  
and Economy of Operation.

*Estimates and information promptly furnished*

Wichita, Kansas

Want a Job?—Advertise in the Situation Wanted  
columns of the Grain Dealers Journal

**L. J. McMILLIN**  
**ENGINEER and CONTRACTOR of**  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

**GEO. A. SAATHOFF**

**CONTRACTOR and  
ELEVATOR BUILDER**

Mayer Hotel Peoria, Illinois

**HORNER & WYATT**

Designers of

Flour Mills and Grain Elevators,  
Warehouses, Power Plants and  
Industrial Buildings.

Preliminary Sketches and Estimates,  
Valuations and Reports.

New Board of Trade, Kansas City, Mo.

For elevator and mill supplies we  
issue a net price catalog. If in  
the market write us for one.

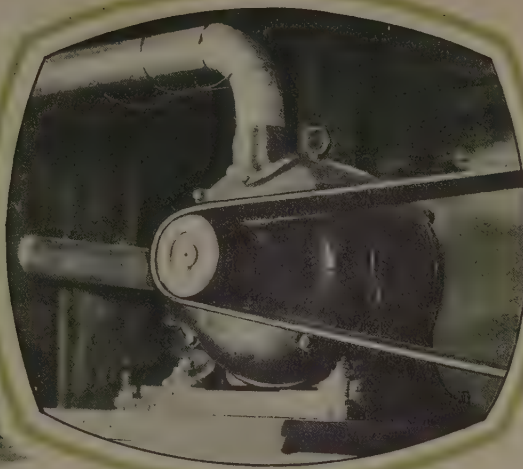
**WHITE ★ STAR ★ CO.**  
WICHITA, KANSAS

Upon readers patronage of its  
advertisers depends the success of  
the *Grain Dealers Journal* work.  
Will you mention it?

**GRAIN and COAL ELEVATORS**  
**T. E. IBBERSON CO.**  
CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

**SOME GRAIN DEALERS** have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.





*Farmers Elevator Co., Red Cloud, Neb. Equipped with three F-M motors.  
At right, F-M enclosed-ventilated motor driving main elevator leg.*

## This *safety* motor for *your* needs

Where explosive dust and other fire hazards are present, safety dictates a motor that is enclosed and isolated from outside dangers. It must be protected from heavy dust which clogs the ventilating passages and causes overheating. It must have bearings which will run cool and, preferably, which do not require the use of inflammable oil.

These conditions are fully met in the F-M Enclosed-Ventilated Type E-H—a safety motor for elevators and flour mills. A rigid cast iron shell seals the working parts from the outside. Carefully planned ventilation

keeps the motor cool running with a constant blast of fresh air. Ball bearings, which are grease packed, eliminate the risk and trouble of oil lubricant, and require greasing only once a year. Enclosed construction makes it unnecessary to clean the motor continuously, as must be done with open types.

Fire insurance companies and fire prevention associations recommend this motor for hazardous drives. Many new elevators and mills throughout the country are equipped with the Type E-H. The elevator illustrated above is a typical example.

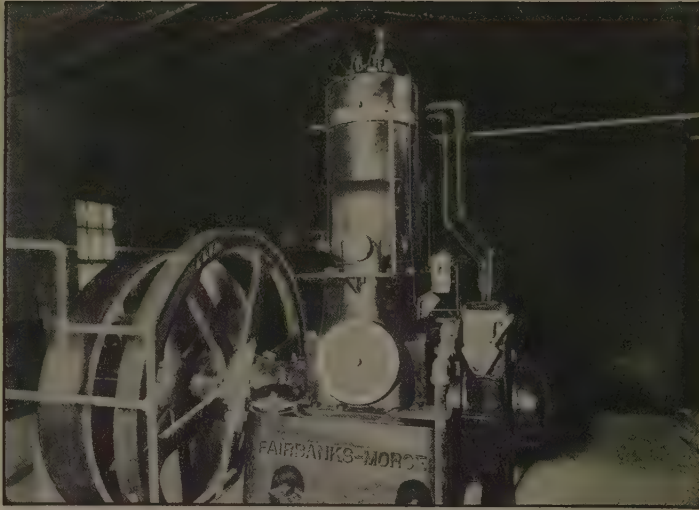
*F-M motors are made in a wide range of types and capacities, suitable for all mill and elevator requirements. Let us put complete information in your hands. Use the coupon on the next page*

# FAIRBANKS-MORSE

*Pioneer Manufacturers of*  
**ball bearing motors**







*Fairbanks-Morse 60 hp. Diesel, belt connected to a 50-barrel mill and an 18-inch feed grinder at plant of Howard Lake Milling Co., Howard Lake, Minn.*

## Are you paying a power *tax*?

The minute you pay more than is necessary for the power driving your milling machinery, every barrel of flour milled has an excess power tax tagged on it.

F-M Diesel power is making such a radical reduction in power cost in flour mills and similar plants, that operators who know the facts are not hesitating to discard wasteful power systems and put in this type of Diesel power. They know that the difference in profits will quickly cover the installation cost of this money-saving oil engine — and that anything less than this efficient type of power is putting a drain on their business.

Besides operating so economically on low grade fuel oils, the Fairbanks-Morse Diesel Engine needs very little attention. In many cases it has dispensed with the need of an engineer or fireman, the miller who attends the milling machinery also looking after the engine. Run this engine from Monday morning to Saturday night continuously during your busy season without shutdown. It is so simple and so fundamentally dependable that maintenance and repair expenses are negligible.

*Get the recommendation of Fairbanks-Morse engineers on your power requirements. There is an F-M Diesel Engine for every power need. Coupon brings information*

**FAIRBANKS, MORSE & CO., Chicago**  
28 branches throughout the United States at your service

# FAIRBANKS-MORSE

## MOTORS · DIESEL ENGINES · PUMPS

A-927

FAIRBANKS, MORSE & CO.  
900 S. Wabash Avenue, Chicago  
Please send complete information on the items checked below.

☐ Motors for Elevator and Mill Drive  
☐ Diesel Engines  
☐ Pumps for .....

Name.....(Specify purpose)  
Company.....  
Address.....







## McMillin Wagon and Truck Dump

Prepare to handle any style or length wagon that may come to your elevator, as the farmers are each year using more of the long coupled wide bedded wagons.

The McMillin dump handles any length wagon or truck, and they can be raised to any slope, even sufficient to discharge grain from the rough wagon beds without the necessity of getting in the bed and kicking or raking it out.

It will dump any length vehicle into one dump door. By extending the track the one device will dump into several sinks in a line in the driveway. Few, if any, changes required in your driveway as it has no connection with driveway floor. All dumps equipped for operating by hand or power.

Two horse power motor or 4" belt from other machinery is sufficient.

Address

**L. J. McMILLIN**  
525 Board of Trade Bldg.,  
Indianapolis, Ind.

## You'll Appreciate

- the Attractive Rates
- the Dining Facilities
- the Handy Location



### 500 Rooms

Room without Bath . \$2.00 and up

Room with Bath . . \$2.50 and up

Double Room and

Bath . . . . . \$4.00 and up

Room with two single

beds and Bath . . . \$5.00 and up

RESTAURANT—COFFEE SHOP

Service at all times 6 a. m. until midnight.

POPULAR PRICES

**Hotel Baltimore**

12th Street and Baltimore Ave.  
KANSAS CITY, MO.

10,000 SHIPPERS  
Are now using

## TYDEN CAR SEALS

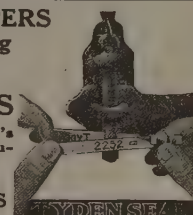
Bearing shipper's name and consecutive numbers.

Prevent  
CLAIM LOSSES

Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice President  
617 Railway Exchange Bldg., Chicago, Ill.



## CONE-SHAPE GRINDERS

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." J. W. Watt, Jacobusburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.  
N. P. BOWSHER CO., SOUTH BEND, IND.



## Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.



# Abreast of the times

Grain dealers who keep abreast of the times know what the millers who buy grain are thinking and doing. This information can best be obtained by reading

**THE MILLERS REVIEW**  
and  
**DIXIE MILLER**  
Atlanta, Ga.

A MONTHLY JOURNAL DEVOTED TO MILLING, FLOUR, GRAIN

Sample copies to interested parties upon request

43 years young; subscriptions \$1.00 a year

# Railroad Claim Books

Our Improved Railroad Claim Books are designed especially to expedite the collection of grain, seeds and feed claims. They facilitate the filing, and contain spaces for all the necessary information in the order which assures the prompt attention of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00

411-B contains 100 sets all Form B. Price, \$2.00

411-C contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

Send all orders to

**GRAIN DEALERS JOURNAL**

309 South La Salle Street

CHICAGO, ILL.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**FRAME ELEVATOR** for sale, 10,000 bushel capacity. Good location, only elevator in town. Good coal bins and ear cribs included. Write John Randall, Haddam, Kansas.

**IOWA Grain Elevator** for sale, metal siding, electric power, fine office and feed house, Globe Dump. O main line R. I. Ry. Address 56D10, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS**—Two cribbed elevators in the heart of the Corn Belt; showing good business. If you want something good write quick to 56C15, Grain Dealers Journal, Chicago, Ill.

**SOUTH DAKOTA Elevator** for sale, electrically equipped, first class condition, ample territory in good grain belt. A real bargain. Address F. A. Kohloff, Stratford, S. D.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

**INDIANA**—Well located elevator for sale in good city of 10,000, in heart of best farming district in Indiana. Good reason for selling and low price. Address 53Q31, Grain Dealers Journal, Chicago, Illinois.

**OKLAHOMA**—15,000 bu. elevator for sale, motor power. Feed, coal, hay, seed store, hay barn, coal sheds. Also 5,000 bu. sweet potato plant. On Rock Island, county seat, good farming country. Mills Bros., Anadarko, Okla.

**BARGAIN Grain Elevator** with coal and feed trade in best Wis. territory; electric power; corn drying machinery; 125,000 bu. fireproof storage; transit rates to all markets; terms. Write 56B2, Grain Dealers Journal, Chicago, Ill.

**DESIRABLE SOUTHERN MINNESOTA AND NORTHERN IOWA Elevators** for sale, handling large volume. Territories large. Will sell plants on reasonable terms. Fine business opportunities. Address 56C22, Grain Dealers Journal, Chicago, Ill.

**NORTHWESTERN INDIANA**—Elevator, grain and feed business for sale; county seat town of 12,000. Based on last year's profits, business can be paid for in two years. Fine location. Genuine bargain. Address 56B8, Grain Dealers Journal, Chicago, Illinois.

**CENTRAL WESTERN ILLINOIS**—27,000 bu. grain elevator on Wabash R. R.; large warehouse with basement and office; cement construction; good coal bins. Cost over \$26,000 when built, will sell at a bargain if taken soon. Write 56D5, Grain Dealers Journal, Chicago, Ill.

**MICHIGAN**—In order to settle partnership will sell central Mich. elevator, located in heart of bean district. Electrically equipped and in good condition. Handles feed, coal, cement, fertilizer, posts, fencing, etc., as sidelines. No competition. Address 56C21, Grain Dealers Journal, Chicago, Illinois.

**NORTHERN MISSOURI**—30,000 bu. cribbed elevator for sale; 3 railroads; equipment—100 ton track scale, power shovel, car puller, cleaner and large capacity feed roll.

This elevator will be sold for less than one half the cost to build. Built 10 years ago and is in good condition. Address 56D17, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS FOR SALE.

**CENTRAL IOWA**—10,000 bu. elevator for sale; sidelines in connection. Wish to retire from the business. Address 56D26, Grain Dealers Journal, Chicago, Ill.

**FIVE MICHIGAN ELEVATORS** for sale, located at desirable points in the best farming country in Michigan. Address 56B3, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—4 elevators for sale in good grain producing territory; good profitable business. Priced right for quick sale. Address R. P. Miner & Co., Alexis, Illinois.

**WESTERN INDIANA**—A good ten dump elevator complete for sale. Good farming territory and nice small town to live in. Address 56A18, Grain Dealers Journal, Chicago, Ill.

**SEVERAL GRAIN ELEVATORS** for sale at small stations in Northern Illinois, also handling lumber, coal and other sidelines. Holcomb-Dutton Lumber Co., Sycamore, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**NORTHWEST IOWA Elevator** for sale; modern equipment. Station will handle one-half million bushels corn and oats. Two elevators; sidelines coal and feed. Address 56C7, Grain Dealers Journal, Chicago, Ill.

**INDIANA**—36,000 bu. cribbed elevator for sale in county seat town; excellent feed and coal business; private switch. Good reasons for selling. Priced for quick sale. Address 56A13, Grain Dealers Journal, Chicago, Ill.

## FLOUR MILL FREE

Buy the new concrete elevator and get our brick mill free.  
C. HITZ & SONS MILLING CO.,  
Girard, Kansas.

**ILLINOIS**—An old established grain, coal, feed and grinding business for sale; electric power; modern equipment; located in one of the best grain and stock feeding sections of Ill. Good town, 1300 population, fine competition and a good place to make money. Bargain. Reason for selling, am retiring from business. Write 56A15, Grain Dealers Journal, Chicago, Ill.

## Chicago District

Small terminal transfer elevators for sale; fully equipped with cleaners, clippers and sulphuring machinery; first class condition, now operating. Storage capacity 125,000 bushels; handling capacity 25 cars daily. Going concern with established business that will go with elevators. Address 56B12, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**TWO SOUTHERN KANSAS Elevators** for sale. Reasonable terms. For particulars address Box No. 278, Kiowa, Kansas.

**EASTERN NEBRASKA**—30,000 bu. elevator for sale on CB&Q in good town. Excellent territory and good competition. Priced right. Write 56B16, Grain Dealers Journal, Chicago, Ill.

**NORTHWEST IOWA**—60,000 bu. cribbed elevator for sale, in heart of corn belt, on Rock Island. Good sideline business in connection. Write 55Z4, Grain Dealers Journal, Chicago, Ill.

**WESTERN IOWA**—35,000 bu. elevator for sale; located in large, good territory; one competitor; favorable rates. Sidelines seed, feed and coal. Corn crib 4,000 bu. Address 56D31, Grain Dealers Journal, Chicago, Ill.

**NORTHERN ILLINOIS**—20,000 bu. cribbed ironclad elevator, in cream of grain growing Winnebago Co., 8 mi. from Rockford; residence and general store in connection. Active sidelines, coal, feed, livestock, etc.; excellent drawing range. L. N. Bowman, Winnebago, Ill.

**IOWA**—A splendid 12,000-bu. elevator for sale with private owned ground consisting of 6 large city lots, feed mill, sidelines. Only elevator and feed mill in town. Plenty corn, lots of feeding. Reasonable; good terms. Address 55Y17, Grain Dealers Journal, Chicago, Ill.

**SEVERAL** very desirable elevators and combination elevators and lumber yard plants for sale in Western Iowa and Eastern Nebraska, handling large volume grain, coal, lumber. Territories large. Fine business opportunities. Write 56C23, Grain Dealers Journal, Chicago, Ill.

**OKLAHOMA**—12,000 bu. elevator for sale, electrically equipped, truck dump, in best grain land in state. Fine competition; sidelines, flour, feed, coal; main line R. I. Must sell at once. Dirt cheap at \$7,000. Address 56C14, Grain Dealers Journal, Chicago, Ill.

**KANSAS Elevator** practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

## ELEVATORS FOR SALE OR TRADE

**WILL TRADE** for improved or raw land, an 8,000 bu. elevator, practically new, in N. W. Missouri. Good grain growing territory. Give description of land first letter. Write 56D22, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR FOR SALE OR RENT.

**FOR SALE OR RENT**—One 10,000 bu. grain elevator at Hallville, Kansas, on the M. P. R. R. One 20,000 bu. grain elevator at Assaria, Kansas, on the U. P. R. R. These elevators are in A1 condition, in the best part of Kansas. Farmers Mill & Elevator Co., Assaria, Kansas.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maquire, 6440 Minera Ave., Chicago, Ill.



## ELEVATORS WANTED.

I WANT TO BUY an elevator in the corn belt. Address A. W. Froning, Aurelia, Iowa.

WANT TO BUY or lease elevator in Indiana; capacity 10,000 to 20,000 bus. Address W. A. Kelly & Co., Rodney, Ont., Canada.

WANT TO BUY an elevator and coal business in the corn belt of Iowa for cash. Address 56C5, Grain Dealers Journal, Chicago, Ill.

AN EXPERIENCED grain man wishes to lease an elevator in Illinois; best of references. Write 56C8, Grain Dealers Journal, Chicago, Ill.

## FINE FARM FOR ELEVATOR

Will exchange a fine Iowa \$18,000 equity for an Illinois or Iowa Elevator. Address 56B19, Grain Dealers Journal, Chicago, Ill.

WANT TO TRADE a 220 acre farm in Preble Co. Ohio for a good elevator; must be at a good location, doing a good business, Indiana or Ohio preferred. Address 56C6, Grain Dealers Journal, Chicago, Ill.

## MILLS AND ELEVATORS FOR SALE.

INDIANA Flour Mill and Elevator for sale in a good location, 10 miles east of Indianapolis; 100 lb. capacity hammer mill feed grinder; good coal business in connection; 1 acre of ground. Good business. For information call on Wm. Kleine, Cumberland, Indiana.

INDIANA Mill and Elevator for sale, doing good business in flour, feeds, grain, coal, etc. Large storage capacity. On Nickel Plate Ry., fine farming community. Excellent opportunity for increased business. Good reasons for selling. Will bear investigation. Write J. M. Middleton, Sec.-Treas., West Middleton, Ind.

## FEED MILL FOR SALE.

FEED MILL in western New York state for sale. Modern brick buildings, first class machinery with individual motors, low power rates; mill capacity 160 tons daily, storage capacity 30 cars bulk grain and 15 cars sack feed; railroad siding, milling in transit privileges. Handling feeds, flours, poultry supplies, etc., to large trade in western New York, eastern Penna. and New Jersey. Average gross business over 12 years about \$900,000 annually. Available with or without city retail store. An excellent going business, priced conservatively, with reasonable terms Osgood & Ripley, Box 504, Jamestown, N. Y.

## MILLS FOR SALE.

WEST MISSISSIPPI Flour Mill for sale, "Midget" 50 bbl. capacity, in first class condition, fully equipped for electric power. Reason for selling, other business in our regular line requires our time. Bargain. Address Gilmer Grocery Co., 818 Ky. St., Memphis, Tenn.

FOR SALE—In Western Ohio, a 50-barrel flour mill, self contained, with an additional Buckley and Reel, also a McFeeley Disintegrator. Fully equipped with 4 tempering bins, first class cleaner and scourer. Substantial bldg. used for feed grinding in which is installed up-to-date feed grinder, ear corn crusher and a French Burr Mill for grinding table meal or whole wheat flour. Plant is driven by 2 electric motors, a 20 and 35 H. P. Mill is now running with a growing and well pleased trade. Town of 800 in splendid and prosperous farming community. Will sell for \$7,500. Address 56D6, Grain Dealers Journal, Chicago, Ill.

## BUSINESS OPPORTUNITIES.

FOR SALE—500-barrel oat meal mill, 40 tons per hour feed making plant, and grain elevator. Address C. Eldering, Morris, Ill.

FEED WAREHOUSE for sale situated on N. Y. C., Buffalo, 1200 ft. track, 15,000 sq. ft. floor space. Milling in transit privilege. Write 56B17, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR LEASE: Up to date Molasses & Dry Mixed Feed Plant, 20,000 bu. storage, all new bldgs. and machinery. Big Dairy and Poultry business, both local and car lots. Write care of Box 236, Weatherford, Texas.

## YOU MAY BE MISSING SOMETHING.

AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

## SITUATION WANTED.

WANTED—Position as manager of elevator; 20 years' experience; prefer Iowa. Address 56D18, Grain Dealers Journal, Chicago, Ill.

FIRST CLASS grain man wants joint account or position with good Farmers Elevator; best of references. R. E. Terry, Falun, Kansas.

WANTED position as elevator manager; have had 3 years' experience; best of references. Address B. J. Hedum, Box 6, Soldier, Iowa.

MANAGER with 14 years' experience desires position with country elevator; understands sidelines, books; best of references. Address 56A6, Grain Dealers Journal, Chicago, Ill.

MANAGER with 15 years' experience desires position with country elevator. Understand sidelines, books; best of references. Address 56D27, Grain Dealers Journal, Chicago, Ill.

POSITION wanted as manager of Farmers or other elevator co., 20 yrs.' exp. grain, coal, sack feed, live stock. Reference by leading grain co. of St. Louis or any other desired. Must get position by April 1. Prefer Missouri. Write 56B11, Grain Dealers Journal, Chicago, Ill.

SUCCESSFUL Farmers Elevator manager with 14 years' exp. desires position with good company. At present employed. Good accountant, exp. in sidelines and all around grain man. Can handle big business. Am not afraid of work. Ill. or Ind. preferred. Address 56D15, Grain Dealers Journal, Chicago, Ill.

POSITION wanted by married man 27 years of age, 8 years' experience in grain, feeds, seeds, coal; thoroughly acquainted with the business, have been active in management; 4 year high school and 2 years' college education; bookkeeper; typist; experienced in transit privilege; references. Prefer Ohio. Address 56D4, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

WANT ELEVATOR MACHINERY SALESMAN. Prominent manufacturer and jobber of grain elevator machinery and supplies wants competent traveling representatives for northern Iowa and southern North Dakota. Prefer experienced men between 30 and 40 years of age. Must have car. In applying give your qualifications fully, enclose recent photo and state salary (including traveling expense and maintenance of car) at which you would be willing to start. Positions open immediately to the right men.

R. R. HOWELL & CO.,  
Minneapolis, Minn.

## MOTORS FOR SALE.

ONE 150 H. P., 440 volt, 60 cycle, 3 phase, 600 r. p. m., type 1, General Electric Slip Ring Motor complete with drum controller and resistance for starting duty. Also primary control panel including oil switch with overload and no voltage release and ammeter. Motor equipped with complete flexible coupling. For quick sale, priced at \$1,000 f. o. b. cars. Address Barr-Thorp Electric Company, 507 E. 16th St., Kansas City, Mo.

## ENGINES FOR SALE.

20 H. P. STOVER Oil Engine for sale in good condition, slightly used. Address Emma Co-operative Elevator Co., Emma, Mo.

FOR SALE—One 15 H. P. Fairbanks-Morse gasoline engine. Slightly used. Price \$150. G. & D. Manufacturing Co., Streator, Ill.

GAS ENGINE—30 h. p. Stover, excellent condition, Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

## BELTING WANTED

WANTED—120 ft., 13 inch, 5 or 6 ply second-hand Rubber Elevator Belt in good condition. Kenney Elevator Co., Kenney, Ill.

## MACHINES WANTED.

WANTED—Used Eureka Seed Mixer. Write Hart & Vick, 55 Stone St., Rochester, N. Y.

WANTED—50 bbl. Midget Marvel Mill. Must be in first class condition. Give location and best cash price. Address 56C20, Grain Dealers Journal, Chicago, Illinois.

REPLY REGARDING MY AD. I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....



## MACHINES FOR SALE.

**FOR SALE**—Letz Grinder No. 40, good condition. Also 15-20 H. P. Chandler and Taylor automatic steam engine, practically new. Address W. C. Smock & Co., Burrows, Ind.

## ATTRITION MILL.

Two 36-in. Bauer Ball Bearing Attrition Mills cheap for quick sale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE CHEAP**—One Gruendler No. 1 grinder and pulverizer, also pulleys, hangers and shafting. Write for prices. Jos. J. Juskowski, Box 284, Farmington, Michigan.

**WANTED** to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

## ATTENTION, OAT CLIPPER.

One No. 10 Invincible Oat Clipper, including Out Board Bearing. Wire us for price on this. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—One 16" corn meal or grist mill, Sheppard make. Original cost at factory \$77.00, will sell for \$35.00. Also one 5 H. P. Jumbo Kerosene Engine manufactured by Nelson Brothers. Original cost at factory \$83.50, will sell for \$40. Also one slightly used vertical gasoline engine, 2 H. P. Original cost \$90.00, will sell for \$25.00. Howe Scale Company, 512 St. Charles St., St. Louis, Mo.

## REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

W. R. Leathers, Mgr.

9 S. Clinton St. Chicago, Ill.

## MACHINES FOR SALE

**FOR SALE**—A 25-bbl. "Midget" also five other machines, first class condition. Make us an offer. Hazen Grain Co., Hazen, N. D.

**FOR SALE**—A Fairbanks 16-in. stone burr mill in excellent condition. Address Cheyenne Wells Elevator Co., Cheyenne Wells, Colo.

**FOR SALE**—Barnard and Leas Grain Cleaner, 600 bushels. Good as new. First reasonable offer takes it. Wm. Burk & Son, Hallam, Nebr.

**FOR SALE**—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

## ALL-STEEL MANLIFT.

Satisfaction Guaranteed.

Enterprise Utility Manufacturing Co.,  
742 Webster Bldg. Chicago, Ill.

**FOR SALE**—One Barnard & Leas Cleaner. Also one Link-Belt silent chain drive, capable of transmitting 50 H. P. Also one 10 ton Fairbanks Truck Scale. Address W. H. Cramer Construction Co., North Platte, Nebr.

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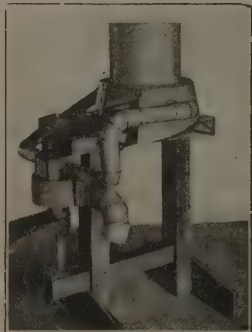
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309 South La Salle St., Chicago, Ill.

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**KANSAS CITY, MO.**  
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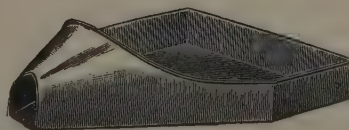
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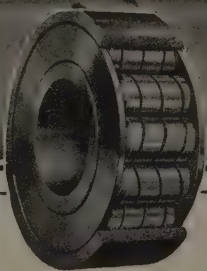
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## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

### CHICAGO, FEBRUARY 25, 1926

GREAT quantities of weed seeds are sown annually by farmers who buy from one another clover seed that never has seen a commercial refining process.

THE IMPOSING conference of 15 wheat pools at St. Paul seems to have fallen flat. At any rate it has not been announced how the pools propose to sell wheat for more than it is worth.

THE FEEDERS have profited handsomely by encouraging the demagogues, the agitators and the crossroads politicians who have been busy depressing the price of corn and in some sections the farsighted are said to have been liberal contributors to the gas fund of the loud shouters.

LIGHTNING RODS have been installed on so many grain elevators in the Northwest during the past two years with unexpected profit to the operator as well as protection to the elevator that it can be but a short time now until every elevator earns a lower fire insurance rate by standard protection against lightning.

INCREASED FREIGHT rates are generally recognized as one sure way to reduce the net price paid for the farmers' grain. The demands of railroad labor for more money, if granted, will simply add \$150,000,000 more each year to the expenses of the producers and consumers because the increase in the wages would simply increase the cost of producing transportation.

SECTIONAL representation on the Interstate Commerce Commission as planned by some members of the Senate would lower the judicial standing of that body and make the transportation system of the country a political football guided by sectional interests.

DEMANDING an extra margin as a premium for trading with a sharper does not always prove profitable as the discount he gets often wipes out the premium and more. The sure, though small margin obtained by trading with dealers of known integrity and fairness is far preferable to the chance of collecting an occasional premium from a shark.

THE 25-cent road tax on Missouri futures is on a par with the once-suggested Illinois school tax on futures. Roads and schools ought to be paid for by the beneficiaries, and any tax paid by exchanges should be disbursed to pay for governmental exchange work. Since future trading has no franchise from government and enjoys no government aid or protection it should pay no tax.

THE DICKINSON BILL is receiving such luke warm support and often condemnation from the farmers the wonder is Mr. Dickinson continues to urge its enactment. Judging from the convictions prevailing among the farmers it would do them no good and if it does not help them surely the politicians will get nothing out of it. It is generally looked upon as a gold brick and most of the thoughtful farmers are weary of being *relieved* of their money.

STORING FARMERS' grain free has brought more grief to country elevators than any other common practice. Independent operators long since recognized the folly of attempting to give to others the full use of their facilities and expect at the same time to make money merchandising grain. It can't be done and the sooner the elevator operators are fully convinced of this fact the sooner will the farmers who want to speculate be forced to provide storage for their grain at home.

REGIONAL ADVISORY boards in different parts of the country have so greatly expedited the movement of freight that grain shippers generally have come to look upon the work of these boards with much favor. Every one is anxious to speed up the movement of grain to market and any practice which contributes to delay or proves a bar to the expeditious marketing of grain will meet with disfavor at the hands of shippers generally. The holding of cars at sampling terminals or reconsigning points can be avoided to the great benefit of every one concerned.

THROUGH THE intercession of the Farmers Grain Dealers Ass'n of Illinois one prominent scale manufacturer is trucking test weights up and down the state, inspecting and testing all scales for the small sum of \$5.00. With this service obtainable at such low cost no country grain buyer can afford to *think* that his scales are weighing accurately. It is up to him to *know* that they are weighing correctly. Elevator operators who are so located as to experience difficulty in having their scales properly inspected and tested should join with their neighbors and make a point of securing inspection by some responsible expert every season.

CONSOLIDATION of railroads by compulsion would lead to the maintenance of unprofitable lines and relieve the politicians of their duty to make rates high enough to support the lines. The politicians have by practical experience learned how profitable it is to themselves to have a governmental activity carried on at a loss undiscovered by the public because concealed in the vast bulk of expenditure.

SO MANY farm bureau agitators and the leaders of other farm organizations have persisted in their efforts to use the farmers elevators in the promotion of their own schemes that it is gratifying to read resolutions adopted by farm grain dealers associations warning the outsiders that no interference is desired or will be tolerated. The demagogues and the vote chasers have surely lead the farmer a merry chase since he began to harvest his corn.

OHIO FARMERS anxious to derive more attractive revenue from their unprofitable acres shipped in heavy choice oats and discouraged the growing of scrub oats in their immediate neighborhood with the result that the farmers of a large territory around Metamora got a yield of 90 to 95 bus. of 40 to 42 lb. oats last year, and naturally the shippers of the oats do not suffer a discount. On the other hand they generally get a premium and generally get paid for a bushel and one-third of 32 lb. oats although they load out only 1 bu. of the heavy oats which requires no more ground, no more work than the scrub oats planted before.

SMUT COLLECTED such an enormous toll from the grain growers of the U. S. last year that all hands are working vigorously to reduce the smut losses on the grain crop of 1926. The prompt action of the elevator operators of the Northwest in installing stocks of copper carbonate and machines for mixing, shows that the grain dealers to a man are anxious to do everything in their power to help their farmer patrons escape last year's great loss on the coming crop. The man who is not posted on the various smuts and the treatment for checking the propagation of the smut spores owes it to himself and his farmer patrons to read up and get posted.

ELEVATOR OPERATORS handling merchandise have suffered so many grievous losses as the result of extending credit to customers of unknown financial responsibility that many of them have long since stopped extending credit and all others continue to long for the cash system and weep regretfully every time they charge off another deadbeat bill to the profit and loss account. One Indiana elevator manager who evidently speaks from a sad experience says, "Whenever a customer from a distant territory asks for credit, I look upon him with double suspicion." He is right. Just as he says, the chances are ten to one the prospective customer exhausted his credit at home before he came far away from home to get it. The elevator operators who are insisting upon cash do not waste their nights and Sundays posting books and making out bills to a hopeless list. Not only does the cash system reduce the losses, but it also reduces the labor and the worry.



IF THE IOWA farmers who have complained so bitterly of their inability to find a market for their large stock of surplus corn would turn in and produce fancy oats, they would stop worrying about their note at the bank and kick the first agitator that got on to their farm clear across the road. Buyers in every market are generally willing to pay a premium for fancy grain, while the scrub stock is always at a discount because there is so much of it.

HEDGING has long been of great assistance to dealers in large quantities of grain. The large millers and the line elevator companies have always hedged each morning against their previous day's transactions that were still left unprotected by hedging; but the man who has not a clear understanding of the workings of the market hedging is very likely to prove a buzz saw and all strangers should stay away from it.

EXTORTIONATE RENTALS for elevator sites on railroad right-of-way are being paid by but few elevator owners. The grain business could not stand for the extortion many of the railroads attempted to indulge in so the elevator operators generally were relieved from paying more than 6% on a fair valuation of the ground actually occupied. Many railroads and state railroad commissions have agreed that 6% on a fair valuation of the ground was a fair rental. The man who pays more should be granted the leather medal for playing the easy mark.

SENATOR CAPPER, who without doubt knows less about grain marketing than any other member of Congress has introduced another impractical bill to limit the operators of any buyer or seller of grain in the futures market on any day to 1,000,000 bus. That narrow bill may serve to get the dear Senator before the farmers, but if some miller gets a request from abroad for a million barrels of flour he will not quote until he is sure of 4,500,000 bus. of wheat at the right figure, and the markets have changed marvelously in four and one-half days many times. Such a law is strictly unconstitutional because it deprives citizens of the right to contract. So long as we have men in our legislative halls who are guided by their own selfish interests in their legislative work, we must expect to be flooded with sensational propositions of this character. The proposer is too dangerous a character to be either encouraged or tolerated by even the state of Kansas.

## A Government Buro Effective in Its Proper Sphere.

It is gratifying to note that the Buro of Markets of one state, Pennsylvania, has found that much of the work of such a governmental agency can be done effectively on the farm and not on the grain exchanges.

After grain has left the farm and become subject to the eager buying competition of numerous millers, dealers and exporters, the grain sells on its own merits and no Buro can add to the price obtained by the farmer.

In its study of the disposition of the wheat crops of the Pennsylvania farmer the state buro found that the grain was subjected to heavy discounts by buyers and for legitimate reasons. The state buro set to work to remove the faults in production that led to these discounts and has been very successful. Tests by the State College showed that the growing of most of the 45 varieties of wheat ought to be abandoned in favor of the few superior sorts that would enable the millers to turn out a uniform high grade flour and recover the trade lost to the Western mills.

Scoop-shovelers are condemned by the state buro of markets, for mixing wagon loads of different qualities, or a wagon load of wheat with garlic or moths, declaring "scoopers are one of the serious obstacles preventing permanent wheat improvement and uniform milling results." After the heavy losses due to the angoumois moth in 1922 and 1923 the department found the farmers and shippers more open to suggestions by visiting entomologists on cleaning up barns and granaries with the pleasing results reported by the state official in charge of marketing in "Letters" this number.

## No Faith in Legislative Panaceas.

The speakers at the four meetings of grain dealers reported in this number seem to be agreed without exception that little practical results are to be expected from the legislative relief bills designed to help the farmer to higher prices in spite of his overproduction of corn.

The Indiana Ass'n by resolution insists that "the grain farmer must at least in a large measure rescue himself through more intelligent, selective and economic production."

Grain dealers generally have every sympathy with the farmers who are suffering from low prices and high interest charges and most of them would rather pay their farmer patrons twice the prevailing price if they could afford to do so.

The agitators, the demagogues and the office seeking politicians have made so much fuss over the marketing of the surplus corn that one would almost suspect that farmers are experiencing difficulty in finding buyers anywhere; but on the contrary, the feeders have been taking so much of the surplus corn, the price of which has been unduly depressed by the agitators howl of grief, that when the same corn reaches the market on hoof the feeder will realize much more than any one thought possible.

The Dickinson Bill is generally looked upon by the trades as a political expediency drafted primarily to satisfy the extravagant demands of

the money lenders and the agitators. Few real farmers have made any complaint of present prices and none expect to derive any benefit from the many legislative proposals now under consideration. It is a great relief to learn of the farmers loss of confidence in the politician's promise to secure prompt relief for the farmer by legislation. Long headed producers do not hesitate to denounce such schemes as chimerical, impractical, and worse than useless. It is very evident that the sentiment among those interested in the operation of grain elevators even in a small way have lost hope for any relief through legislative enactment. This is reflected very clearly by various speakers at each of the meetings reported in this number.

The impression prevailing among the speakers generally seems to be that any legislation designed to give artificial relief to the corn growers of this country would very likely result in undue stimulation and ultimately result in greater harm than good for the producers.

## Curbing Speculation.

Erratic movements in the price of the May future during February are not properly chargeable to manipulation. Irregular fluctuations are the natural concomitant of uncertainty.

Three factors are now making for greater uncertainty. One is the doubt whether we are on an import or export basis, a question that will not be settled until the new crop comes on the market, and which has added importance due to the heavy duty on imported wheat.

Another factor is the extremely small stock of contract wheat at Chicago. It is safe to say the legitimate short sales for hedging are 10 to 50 times as much as the contract stocks in the Chicago elevators. If a miller holding 1,000,000 bus. of wheat in New York State had it hedged and waited until the last day of May to take off the hedge he would corner the market unintentionally.

The third factor is the small outside trade. Professional men, merchants and manufacturers are enjoying a large volume of business, and have no idle time or unemployed capital to devote to grain speculation. This general outside participation is needed to develop a healthy market offering resistance to sharp bulges and breaks. The market should be made more attractive to the investor by abolishing the tax on futures; and the suggestion by the former head of the U. S. Food Administration Grain Corporation that stocks at outlying points be deliverable on contract at the freight difference, if adopted, would supply a sufficient balance wheel.

The closer watch being kept on future trading by the federal government requiring reports from individuals evidently is not increasing the volume of trade; and, seen as a deterrent to speculation, is of doubtful value. Should there be a precipitate drop in the market price of wheat, the reports probably would show that speculation was evenly balanced on both sides of the market and would aid the exchanges by taking the wind out of the sails of the agitators who blatantly declare the short sellers are bearing the market for the farmer.

*The man who is satisfied should study those who are more successful. The man who is dissatisfied should study those who are less successful. He will find plenty of both.*

## Ignorance vs. Knowledge.

A philosopher speaking before the Farmers Grain Dealers of Illinois last week said: "Ignorance costs us much more than knowledge. It isn't what a man knows that costs him money; it is what he *doesn't* know."

That is true of any business, but especially true of the complicated grain business in which many men have the temerity to engage without previous experience, consideration or study. Many problems of the grain trade are discussed over and over again in our columns and in the conventions reported in our columns, yet dealers who fail to grasp a clear understanding of the problems when they are discussed ignore the repeated warnings and arguments of speakers and writers and take wild chances which generally bring them heavy losses. The man who can profit by the experience of others is indeed fortunate and farsighted, but the conceited individual who persists in nursing the idea that he knows it all and still takes chances deserves to lose.

The student who reads and asks intelligent questions avoids these pitfalls. The man who goes into the market and carefully studies all the factors influencing prices knows what information he has and how dependable it is, but the speculator who goes it blind on the advice of a tipster who formed all his conclusions by the flipping of a coin is courting disaster.

## The Elevator Man's Duty to Handle Field Seeds.

Many country elevator operators have long handled field seeds as a side line probably and many others have developed a seed business greatly in excess of their grain business. Fortunately their success in supplying their farmer patrons with choice, heavy, clean seed has resulted in even greater profit to their patrons than to themselves. It is generally recognized that the replanting of the same variety or strain of grain in any locality year after year eventually results in a marked deterioration in the quality and a decrease in the quantity of the grain produced.

Seedsmen generally urge growers to reclean their seed time and again until it is free from foul weed seeds, light grains and sprouts. So many efficient grain cleaners are now on the market it is an unnecessary waste of soil, labor and opportunity for any farmer to persist in planting long used varieties which have run out.

Grain elevator operators at many stations enjoy a profitable business in recleaning field seed and by their work also help the farmers of the neighborhood to larger crops and themselves to a larger volume of grain. The grain elevator operators self-interest should always urge him to study the soil of his territory and to select the variety of seed best suited to that soil and the average climate, to the end that his patrons may be insured a large crop of high quality grain.

Most of the calls for better field seed will come to the elevator man when his grain business is light, so that he should be in a position to give it more time, thought and attention. Many grain elevator operators also conduct germination tests while others treat the farmers seeds with copper carbonate for smut. It should be easy for the farmers to realize that the elevator man is directly interested in his getting a larger crop of better grain and this

should help to win the farmers confidence in the suggestions and advice of the elevator man who gives intelligent consideration to the selection of desirable field seeds for his patrons.

## Seed Dealer Has More at Stake Than a Warranty.

The general use by all seedsmen of the clause in their contracts and on their letter-heads disclaiming responsibility for the crop produced has been erroneously considered an attempt by the dealers to evade a responsibility and to sell seed at the risk of the buyer. This evasion of responsibility has been true only of few concerns that have not built up an enduring business, nor earned sufficient patronage to keep them in business more than a short time.

Without exception all the reputable seed dealers consider a disclaimer only as a protection against accident that may be unavoidable, and against fraud by some sowers and planters of seed who would start an unjustifiable suit.

Instead of a guaranty on the different lots of seed sold the seedsmen has at stake on the quality of his seeds his entire business. If the buyers of his seeds become dissatisfied his reputation will suffer and he will have to go out of business. The very fact that seeds are not guaranteed increases the importance of moral or ethical standards in the seed business. Seed buyers of experience understood that they must rely on the business ability and honesty of the dealer.

## Quality of Corn Arriving Getting Poorer.

February weather has been most unfavorable to the handling of damp corn. The periods of cold weather have been too short to dry out the corn, and too many days have been rainy.

While a large percentage of the corn arriving at terminals during November and December graded No. 3 or better, the situation underwent a change in January, and the condition during February is the worst on the crop.

During December the receipts daily ran regularly less of sample than of No. 4. Now the situation is reversed, as shown by the table herewith, the receipts of sample grade averaging greater than the No. 4 at Chicago.

The industries have helped the Chicago market greatly by taking the soft corn, and the elevator men having driers have kept them busy, being careful, however, to buy no more each day to be set out to their elevators than could be dried within a reasonable time.

About the only saving feature of the situation is the poor condition of the country roads preventing farmers from hauling wet corn to the country stations. With the ample supply of box cars and large crop in the corn belt states any free movement of corn would drive the discounts on No. 5 and sample to a ruinous level.

Buyers from the farmer are cautioned again not to pay too much for soft corn.

Feb.	Nos. 1-2-3.	4	5	6	Sample.
1.....	7	40	110	78	56
2.....	17	88	187	136	96
3.....	13	36	107	99	84
4.....	4	32	69	59	52
5.....	3	34	85	83	51
6.....	8	45	70	47	21
8.....	5	28	57	50	35
9.....	20	68	136	99	91
10.....	10	26	53	58	40
11.....	1	23	69	68	43
13.....	9	29	83	48	50
15.....	2	54	125	113	56
16.....	21	135	307	209	185
17.....	16	27	134	86	111
18.....	1	44	123	87	51
19.....	9	57	140	129	84
20.....	12	64	131	89	81
23.....	12	55	118	83	45
24.....	29	136	237	217	131

## Stockholders Receiving Assets Liable for Income Tax

The U. S. Circuit Court of Appeals on Dec. 1, 1925, affirmed the decision in favor of the United States against Nelson B. Updike, Elmer A. Cope, Edward Updike, Otis M. Smith, Gorton Roth and Robert B. Updike, holders of the entire 1,500 shares of capital stock in the Missouri Valley Elevator Co., in the proceeding by the Internal Revenue Department to recover \$34,561.92 of excess profits taxes.

All the stockholders met at Omaha, Neb., Aug. 1, 1917, and voted to deliver all its real estate and personal property to the Updike Grain Co., and certificate of dissolution of the corporation was filed with the Secretary of State Aug. 2. The corporation had paid all excess profits taxes, but on Oct. 3, 1917, the president approved an Act of Congress increasing the taxes. Thereafter the secretary of the corporation returned the blank form to the collector stating the company had been dissolved and denying any liability.

Judge Van Valkenburgh, in the decision of the court, said: The main question raised by appellants is whether the government by this Act of October 3, 1917, has taxed, or can tax, a corporation which has by voluntary dissolution passed out of existence as a going concern, and if so, whether it can recover from the stockholders to the extent of their receipt of the corporate property through distribution. Appellants in their brief concede, as they must, that "the government has it all times throughout a calendar year the right at the end of the year or thereafter to impose internal revenue taxes retrospectively to the extent of making the past year's income the measure of an existing taxpayer's liability, and that, throughout the calendar year in question, the taxpayer does business under the shadow of this inchoate right." We perceive no sound reason why this conceded right in the government may not be exercised at any time within the calendar year, and so it has been held. The shadow of this conceded inchoate right, with the notice it imparts to the corporate taxpayer, is likewise cast continuously upon the business conducted throughout such year.

It may be noted that the "purchaser" was Updike Grain Co., a corporation, and that among the six appellants, defendants below, are Nelson B. Updike, holder of 1,000 shares, Edward Updike, holder of 256 shares, and Robert B. Updike, holder of 81 shares, aggregating 1,337 of the 1,500 shares of the capital stock of the dissolved corporation. We cannot shut our eyes to the obvious fact that the Missouri Valley Elevator Co. was dissolved with full knowledge on the part of its stockholders of this impending legislation and for the primary purpose of evading taxation thereunder. In the situation presented, the appellant stockholders must respond for the corporation in proportion to the amounts received in distribution.—8 Fed. (2d) 913.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Lehr, N. Dak., Jan. 26.—This morning's freight (on the Soo Line) had a wreck just outside of town and the following cars were derailed: No. 38656, 80 cap.; lying on its side; contents intact. No. 104402, 60 cap.; smashed and grain spilled. No. 32736, 60 cap.; standing; contents intact. No. 130708, 80 cap.; standing; contents intact. No. 132976, 80 cap.; standing; contents intact. No. 24716, 60 cap.; standing; contents intact. Apparently all of these cars contained wheat.—E. Dorheim, Jenner Elevator Co.

N. Y. C. 41477 passed thru Scotts, Mich., looking as tho 6 or 8 tons of coal had been picked from the middle of the car.—H. R. White, White Bros.

C. B. & Q. 119088 passed thru Hendley, Neb., east bound, on Sept. 29, leaking wheat at the door post.—G. W. Query, mgr., The Farmers Business Ass'n.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Learning Grain Inspection?

*Grain Dealers Journal:* Is there any literature governing inspection of all grains, that would benefit one thinking of being examined for state grain inspector?—L. G. Duncan, Sullivan, Ill.

**Ans.:** No manual has been published for the guidance of students of grain grading.

The U. S. Department of Agriculture has issued pamphlets on the grain standards, on making the moisture test and on determining dockage; but it is indispensable to have practical experience in the handling of the sieves, scales and testers.

A three days' school or course in grain grading will be given Mar. 16, 17 and 18 by the agronomy department of the agricultural department of Purdue University at Lafayette, Ind. This course is intended to benefit managers of elevators at country stations by giving them some knowledge of the grading they may expect on the grain they buy of farmers when shipped to the terminal markets for inspection.

### Liability for \$6.30 Charge?

*Grain Dealers Journal:* We received a notice from the Pere Marquette on a car of beans.

We took the original B/L down four days after notice was received. They assessed us \$4 demurrage, covering two days.

We paid the freight charges, and we paid the demurrage charges.

Now the Pere Marquette send us a bill for \$6.30 because we did not surrender the original B/L within twenty-four hours after the arrival of the car.

Will you kindly advise us if this charge is legal, whether or not they can collect it after freight charges and B/L have been paid and surrendered?—Port Huron Storage & Bean Co., Port Huron, Mich.

**Ans.:** The Interstate Commerce Commission ordered the carriers to make this charge of \$6.30 for delay in surrendering documents; and the Pere Marquette has it in its tariff 5799-J, effective May 19, 1924. The different roads have been slow about making the rule effective. It is known as Rule 16.

This charge is independent of the demurrage and must be paid.

### Canceling Order?

*Grain Dealers Journal:* Early in the winter we finally allowed a salesman to put us down for one ton of chick mash to be shipped in March.

Some time later we happened to remember that we tried their feed several years ago. We sold this in a lump after finding we could not make it go and took the loss. We wrote to them and asked what they would charge to cancel the order. All we have been able to get from them was short letters trying to force us to take the feed.

A day ago we received one telling us they intended to ship the order and intended to see that we lived up to our contract. We replied that we would make them come to our county and sue it before we would allow them to ride us that way. We have bought quite a little of other feed from them and unless we have quite a change of heart will stand suit. Are we right or wrong?—Pickerington Mill Co., Pickerington, O.

**Ans.:** It is not quite sufficient to write and ask what the seller will charge to cancel the order. A seller must have explicit instructions to cancel to warrant cancellation of the contract. And when the contract is canceled there

must be consideration for the cancellation, agreed to by both parties. Of course a buyer is reluctant to give an order for cancellation unless he knows that the charge for cancellation will be reasonable.

Unless canceled the seller can start suit and recover damages for breach of contract. The seller can ship, not yet having explicit instruction to cancel, and start suit for the full value and recover.

If the buyer gives explicit instructions not to ship before shipment is made, this will operate to reduce the measure of damages, as there would be no freight to pay, and the feed would have some value in the seller's warehouse.

Sacks are rented to grain dealers by the railroads in England and Scotland and if the grain leaks out the loss should be paid by the carrier.

**Milwaukee, Wis.**—H. A. Plumb, sec'y of the Milwaukee Chamber of Commerce, has been instructed by the Board of Directors to send letters to Wisconsin senators at Washington, asking modification of the 18th amendment to permit manufacturing of light wines and beer. The Board passed a resolution in 1922 indicating that the manufacture of 2 3/4% beer would be beneficial in relieving the present intolerable situation.

### Dust Explosion in Halifax Elevator.

At 1:45 p. m., Jan. 27, an explosion blew out part of the south end wall of the cupola and one side of the roof of the main part of the old elevator of the Canadian National Railway on the water front at Halifax, Nova Scotia, injuring two employees.

The house was cribbed, iron clad, of 500,000 bus. capacity, and was built 35 years ago. During the war it was operated at full capacity, but it was so out of date and the insurance rate so high that officials of the railway company had planned to replace it in the spring of 1926 with a fireproof elevator.

The Halifax Meal Mills, Inc., were using the elevator at the time of the explosion to dry 33,000 bus. of wet barley and 27,000 bus. of wet corn from the ship *Ellerdale*, which had been forced into port for repairs. The dry part of the cargo had been unloaded into the new elevator, and the damaged part, purchased by the Halifax Meal Mills, was the only grain in the old elevator.

The explosion made a roaring noise as the timbers flew out to no great distance, and was followed by a burst of flame and smoke. Fire started in several places and was promptly



Blow Out of Cupola End and Wreckage of Roof of Elevator at Halifax, N. S.

# Protein Problems of the Wheat Shipper

From an Address by Chemist Albert D. Wilhoit

extinguished by the fire department, saving the lumber in the building.

The two men injured, Geo. Cave and Edward Gilfoy, were in one of the bins; and although burned about the face or head, were able to seek medical aid unattended. The machinery was not damaged. Four other men in the plant escaped.

It is alleged that the wet grain formed gases that were inflammable and caught fire, and that the explosion of the gases ignited the dust. Some of the damage is shown by the engraving herewith.

Dust explosions during 1925 were not so spectacular as in former years nor so destructive of life and property. Among them were the following:

Jan. 12, East St. Louis, Ill. An explosion and fire destroyed the 50,000-bu. elevator and warehouse of the J. B. Horton Grain Co. Loss, \$80,000.

Jan. 27, Owosso, Mich. After midnight the Isbell Bean Co.'s elevator burst into flames as from an explosion. Loss, \$75,000.

Mar. 16, Portland, Ore. A dust explosion in the warehouse of Kerr, Gifford & Co. resulted in small loss.

June —, Maxwell, Ill. Fire from the engine ignited dust which exploded and destroyed the elevator of the Central Illinois Grain Co.

Nov. —, Davenport, Ia. A dust explosion in a grain conveyor of the Kellogg Co.'s plant damaged equipment and destroyed some grain.

Dec. 25, Hereford, Tex. A collapse was immediately followed by an explosion in the dump of the smaller of the two elevators of E. W. Harrison, buckling the larger elevator badly and completely demolishing the smaller. Several small fires that started were extinguished.

The year before, 1924, saw 6 explosions, one of them at Pekin, Ill., Jan. 3, being one of the most disastrous on record, 35 men being killed. That of the Krause Milling Co. at Milwaukee Sept. 2, 1924, caused a loss of \$1,500,000; and on Sept. 8 the old Exchange Elevator at Buffalo was destroyed by fire and dust explosion.

From May 2, 1878, at Minneapolis, to Dec. 25, 1925, at Hereford, Tex., there are recorded 61 explosions. No explosions were reported in the years 1898 to 1904; and while there were heavy losses at South Chicago in 1921 and at Cedar Rapids in 1919, the years 1923 and 1924 stand out as the worst.

The comparatively nominal losses the past year may reflect the reaction due to lessons of those years impressing upon elevator superintendents the necessity of greater care in moving dust and preventing its accumulation.

A record of all prior explosions was published in the Journal on page 52 of Jan. 10, 1925, number.

## The Drive Against Smut.

Radio flashes, an innovation in agricultural education methods, are being used this week to carry the message of smut prevention to Northwest farmers, according to a wire received from Secretary of Agriculture W. H. Jardine by the Northwest Grain Smut Prevention Committee.

A newly created bureau of the Department of Agriculture, has prepared this special radio service consisting of 50 questions and answers pertaining to smut prevention problems now being radiocast over eight stations in the Northwest.

County agricultural agents in 152 counties are leading localized campaigns against the disease. In the additional 110 counties that have no county agents the work is going forward under the leadership of elevator men and farmers. Special seed treatment demonstration meetings have been in progress all this week.

More than 4,200 elevator men are co-operating in getting seed treatment material and machinery into the hands of the farmers. Where dealers do not carry formaldehyde or copper carbonate, the elevators are purchasing large quantities to be sold to their customers at cost. In some places the elevator is buying two or three copper carbonate dusting machines to be loaned free of charge or rented at a very small fee, to farmers wishing to treat their seed.

**Variation of Tests.**—When you send in advance samples to the laboratory for tests they usually are sent in either a cotton mailing bag or in an envelope and may take anywhere from one to three days getting in, depending upon your location and the speed of the mails. The protein result we may give you may not check with the sample taken from the car by the sampling bureau when it reaches the terminal. This may seem inexcusable to you but there is first the variation in the amount of moisture which the two samples may have, and also there may be a difference in sampling. The envelope sample would surely dry out in transit and tests show it will possibly contain not much more than 10% or 10.5% moisture while the car may have any amount higher. If we give you a protein result of 13.50% on the advance mail sample and when the car comes in, it has only 13% protein, that is a difference of one-half of one per cent which you know runs into money. The reason for this difference was that the fresh sample from the car contained 13.50% moisture, and the original, as I have said, had only 10.5% moisture. Two identical samples will vary in the amount of protein they contain indirectly with the moisture—the lower the moisture the higher the protein result, and the higher the moisture the lower the protein result. Advance samples should be taken in the same way as the car will be sampled at the terminal and sent in an air-tight container to avoid loss of moisture.

**Another cause for variation** may unavoidably be in sampling. The sampling of cars has been worked out so that the chance for differences are as small as they possibly can be, if the car is at all uniformly loaded. But no matter how carefully you try to load there may be spots of wheat in the car unlike the rest and different samplers will take different probes, and as a consequence a different protein result will be given. Cars have been received from which no two samples taken would give the same result. This is not caused by any fault in the laboratory for we have nothing to work on but the sample submitted.

The results show individual cars with differences of more than 1% protein in different parts of the car, and yet in physical comparison there is practically no difference in the wheat from different probes. Also if you will notice, the low protein cars show more uniform loading so far as protein goes than the higher protein cars. I have here a road car testing 11.20% protein and have separated two classes, one the hard vitreous, and the other the more starchy kernels. The vitreous sample has 11.80% protein and the starchy portion has 9.90% protein. There is a difference of practically 2% protein in the two classes of this sample.

At times in the past we have had reports that two cars were loaded at the same elevator at the same time and graded the same with the same dockage and yet there is sufficient difference in protein to make a very apparent difference in price. Protein results should check within two-tenths of one per cent, and neither the present system of grading nor any grading system used in the past would reflect the difference within such narrow limits, statements to the contrary notwithstanding.

**Buying on Protein Basis.**—At first you no doubt found it difficult to buy wheat on a protein basis and may even find it so yet to some extent, but efforts are made to assist the country buyer as much as possible by a system of zoning so to speak. A close check is kept on protein result of samples and cars from each station and from these, averages are arrived at for that particular point. With these results the element of chance is kept down for the country buyer. Some times there may be one station testing higher than a neighboring point and will pay a cent or two more, then you will probably have wheat hauled from a long distance to gain the one or two cents. This wheat will quite probably be lower in protein and may cause a lower value being put on that station than it warrants. Things like this, however, will probably never be eliminated unless it were possible to make protein test on each farmer's lot as bought, and such a plan hardly seems possible at this time. I just have available the results from four or five stations representing loads of wheat delivered by different farmers. You may already know these facts are so, but actually showing the figures will make the variations more convincing.

**Proteins on wheats from farmers:** Hazen, 11.00, 11.65, 12.00, 13.65, 12.85, 11.90, 12.60, 11.40; Watford City, 11.30, 10.95, 12.30, 13.90, 13.20, 15.00, 14.50, 14.00; Richardson, 11.65, 12.00, 15.20, 13.40, 14.80, 12.80; Max, 11.95, 15.50, 12.05, 12.85, 15.00, 12.30, 10.40, 13.30.

It isn't the farmer's particular fault that his wheat tests lower in protein than his neighbors, and he will not like to have a difference in price made just on that account.

Protein in wheat is a thing which can only be partially regulated and the only thing the farmer can do is to farm the best he can and trust the climate and soil conditions to do the rest.

**Establishment of State Laboratory no Panacea.**—At the time of the opening of the laboratory of the Minnesota Railroad and Warehouse Commission, and operated under the direction of the Minnesota Board of Grain Appeals there was considerable newspaper space taken up broadcasting the event and telling of the benefits which would go to the producer, and which apparently he was not then enjoying. These articles failed, however, to mention that practically every car sold on this market was already being satisfactorily tested for protein, and had been for some time. The farmer may be wondering if he personally is being benefited and whether he is getting all he should for his wheat. For from the newspaper articles published you are led to understand that the plan of handling proteins thru the commercial laboratories was unsatisfactory, but that the establishment of the Minnesota Laboratory would be a panacea for all troubles.

These benefits upon which stress laid came just as near getting back to the producer than as they do under the present state control. Furthermore, the testing then was optional and I might say the same optional plan was also the policy of the State Laboratory for about two months, or until November 2, 1925, when a ruling was made by the Minnesota Board of Grain Appeals that all road cars must be tested for Protein in the State Laboratory and it is so done at this time.

**Compulsory Test Works against Low Test Cars.**—When protein testing was optional low protein or some Durum wheats might either be tested or not just as conditions warranted, thus saving a part of the expense of selling the car, and possibly more would be received for this class of wheat than would be under the present plan. Now all wheat is tested, and the low results stand out just as plain as the high ones.

**Federal Grades Do Not Require Protein Test.**—Wheat is graded according to federal grades, but there is nothing in the federal grades requiring the different inspection departments to also include a protein test. Here in Minnesota, however, that authority has been assumed and protein tests are made by the Minnesota State Laboratory not only on cars of wheat originating in Minnesota, but on all cars of wheat originating in outside states which are interstate shipments but come to this terminal.

Some times it happens there are disputes over protein tests. In the grading this is taken care of by a system of reinspection and federal appeals, but at present there is no laboratory to which a final appeal for protein may be taken and from which a final protein certificate may be issued to govern that card. Such a laboratory will have to come some time, but when it does it should in no way be connected with any State laboratory, but should be entirely independent both in location and supervision.

## Government Service Undesirable.

The British Chamber of Shipping has adopted a resolution drawing the attention of our governments to the "lack of wisdom of interfering with the management of the world's shipping, which made possible the development of overseas commerce to its present immense proportions." There is no doubt about the magnitude and efficiency of the world's merchant marine, and there is also no doubt that the experiments by governments in managing fleets of their own or in directing the management of private fleets have accomplished no helpful results but have piled up heavy bills for the tax payers. Competition and the law of supply and demand operate on the ocean with fewer limitations than in almost any other sphere, and where these forces have free play both service and prices tend to be more fairly adjusted to the real needs of the world than is practicable under any system of bureaucratic direction.—*Grain Trade News, Winnipeg.*



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Bill to Enforce Liability of Carrier for Loss of Grain.

*Grain Dealers Journal:* In line with the resolution passed at the annual meeting of the Grain Dealers National Ass'n on Oct. 14, 1925, I have had introduced in Congress a bill "To Enforce the Liability of Common Carriers for Loss of or Damage to Grain Shipped in Bulk."

In the House of Representatives the bill was introduced by Congressman Edward E. Denison, of Illinois, under H. R. 9215 and in the Senate the bill was introduced by Senator Frank B. Willis, of Ohio, under No. S 3069. The bills are identical and provide as follows:

A Bill to enforce the liability of common carriers for loss of or damage to grain shipped in bulk.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That section 20 of the Interstate Commerce Act, as amended, is amended by adding at the end thereof the following new paragraph:

"(13) Any schedule filed with the commission which contains any provision exempting or purporting to exempt, directly or indirectly, any common carrier subject to the provisions of this Act from the liability imposed by paragraph (11) of this section shall be void and its use shall be unlawful, and the commission shall reject and refuse to file any schedule that is tendered for filing which contains any such provision, and any schedule so rejected shall be void and its use shall be unlawful, except that any schedule filed or tendered for filing may provide (a) for a tolerance allowance, not exceeding sixty pounds per car, in the settlement of claims for loss of or damage or injury to grain shipped in bulk, and/or (b) that the carrier, if not otherwise liable, will not be liable for any loss of any grain so shipped if (but only if) the carrier proves that such loss resulted from natural causes."

Sec. 2. This Act shall become effective on the sixtieth day after its passage.

I found it was desirable, after canvassing the situation in Washington, not to insist upon the attorney's fees and interest charges and, therefore, the bill simply covers the settlement of loss in transit. In my judgment the bill as drawn means that the railroads cannot put into tariffs any clauses covering shrinkage or short-charge settlements contrary to paragraph 11 of section 20. This section says that carriers are liable for full actual loss and this amendment (Section 13) therefore, amends paragraph 11 of section 20 by creating a tolerance allowance of not exceeding sixty (60) pounds per car on grain and covers good order and bad order cars.

While Congress is flooded with bills I believe that with prompt and concerted action throughout the grain trade and farmers' organizations that we can get these bills reported out of Committee and stand a fair chance of having same enacted into law.

If the introducers find that there is a real demand for this bill to be passed I am inclined to think that we can get this constructive legislation passed this session.

May I further suggest that all grain dealers, farmers and others interested in this matter write their congressman and senators from their district requesting them to discuss the matter with the members of the Interstate Commerce Committee of the Senate, and with the members of the Interstate and Foreign Commerce Committee of the House requesting that the bill be reported out of Committee, and if possible passed at this session of Congress. Very truly, Henry L. Goemann, Chairman Transportation Committee G. D. N. A., Mansfield, O.

### Too Full for Thoro Sampling

*Grain Dealers Journal:* Your article on page 30 of the Journal for Jan. 10th entitled, "Doorway Samples Discourage Bidding for Heavily Loaded Cars," is good advice. When cars are so full that it is impossible to secure fair average samples on arrival at terminal markets the inspection cannot be depended upon by buyers. This applies especially to this year's corn crop, on account of its poor quality. Cars that are loaded too full to permit thoro sampling are marked by the inspector as well as the Official Board of Trade Sampler "Too full for thoro examination," and sales are subject to approval on arrival at buyer's elevator. When such a car is being unloaded and grain is found not equal to sale sample, the buyer has the right to reject car, which compels seller either to make a discount to the buyer, or to cancel original sale. If the buyer is not willing to accept car at a discount receiver must resell car on the market. The reselling of cars means an additional expense to the shipper.

It is more satisfactory to both buyer and seller when cars are sold by a sample that accurately represents the car's contents and such sample can only be secured by the sampler when cars are not loaded too full. I sincerely hope that all country shippers will read your article very carefully and act on your suggestion not to load cars too full for thoro examination.

I do not agree with your remarks in the second column of page twenty-nine, pertaining to buyers discriminating against cars being loaded too full for examination. In all my experience in selling grain, I have never been obliged to sell a car at a discount, owing to the full fact that the car was loaded too full for thoro examination.

In reference to the "Letter" from Chicago buyer on page thirty-four pertaining to "Plugged Cars," beg to advise that a plugged car has no standing in the Chicago market, and I think it has no standing in any other terminal market, so that shippers who attempt to plug cars are heavily penalized when this deceit is discovered. As a general rule, plugged cars are discovered either at time of inspection or when cars are being unloaded. In my opinion, a shipper who practices the plugging of cars will find the same very expensive in the long run.—John E. Brenman & Co., Chicago, Ill.

### Penn. Dept. of Agriculture Working Effectively to Improve Wheat.

*Grain Dealers Journal:* Pennsylvania wheat growers whose 1925 shipments went to the Philadelphia or Baltimore terminals, suffered discounts amounting to approximately \$70,000 because of excessive moisture, angoumois grain moth damage, or the presence of cockle or garlic. This estimate is made by the State Department of Agriculture, after a careful analysis of records kept at terminal elevators.

Pennsylvania wheat growers shipped to terminal markets 580 cars of their 1925 wheat crop. Only 138 cars of the 580 graded No. 2 or better and 442 fell into the discount grades because of moisture, low weight per bushel, cockle, etc. Of the 442 cars grading below No. 2 and receiving a discount, there were 327 cars grading below No. 2 because of high moisture and 115 cars because of low weight per bushel, cockle and grain moth damage.

Estimating 1200 bushels per car, the discounts would be \$70,000. Approximately 75% of this wheat required drying, cleaning and scouring before it would be considered good for milling. At an estimated cost of \$27,000 the farmers or shippers could have saved \$42,000 by running this wheat through a grain dryer."

Shipments showed a big increase in smutty wheat this year, but the state average is about the same as last year. Lancaster county alone shipped 41 cars of wheat which graded smutty. York shipped 6 cars; Lebanon, 8; Delaware, 4; Lehigh, 4, and Chester, 8.

The percentage of garlic remains practically the same in most counties. Adams county shows practically 100% of its shipments as garlicy; Chester, 90%; Bucks, 70%; Delaware, 70%; Lancaster, 35% and York 75%.

The angoumois grain moth infestation showed a big decrease this year in some sections. Some counties showed 50% or more. Berks showed 50%; Chester, 35%; Lebanon, 35%; Adams, 40% and Bucks, 50%.

Previous to 1924, Pennsylvania mills were finding it difficult to find a purchaser for their flour other than for export, but by the introduction of new seed by the farmers, the installation of grain driers in the mills, we are now able to mill a higher quality flour and gain back a trade among our bakers which had been lost to western mills. Pennsylvania wheat is also in great demand by some southern mills and this year the Pennsylvania farmer received a better price for his wheat direct from the farm than the farmers in any part of the United States.

We are encouraging our farmers to grow not more than four or five varieties of wheat, to practice garlic eradication, purchase new clean seed often and to continually practice moth control.

The last two years we have reduced the moth infestation from 60% to 22% and with one or two years more of hard work we hope to reduce it to almost nothing.—George A. Stuart, in charge grain marketing, Bureau of Markets, Pennsylvania Department of Agriculture, Harrisburg, Pa.

The Nebraska Wheat Improvement Ass'n has been organized, with headquarters in the Omaha Grain Exchange Building. F. P. Manchester, secretary of the exchange, will manage the new organization, assisted by a com'te consisting of H. A. Butler, Chauncy Abbott, Jr., D. W. Taylor and H. K. Schafer. The ass'n was organized under the guidance of H. M. Bainer, Kansas City, Mo., who has been a director of the work of the Southwestern Wheat Improvement Ass'n for the past four years.

Buenos Aires—Changes have been made in the Argentine export duties for February. New rates, in gold pesos per metric ton, are .20 on oats, .65 on corn, 1.27 on linseed, .56 in barley, 1.81 on wheat. The old rates were .34, .72, 1.90, .62, 1.64, respectively.—Commercial Attache E. F. Feely.

### Coming Conventions.

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Feb. 27. Texas-Oklahoma Cereal Chemists Club at Wichita Falls, Tex.

Mar. 2-4.—North Dakota Farmers Grain Dealers' Ass'n at the Dakota Hotel, Grand Forks, N. Dak.

Mar. 9-11. National Scale Men's Ass'n at Chicago, Ill.

March 24-26. Farmers Co-op. Grain Dealers Ass'n of Kansas at New Reno Hotel, Hutchinson, Kans.

Apr. 15.—Pacific Coast Seedsman's Ass'n, Del Monte, Calif.

May 18-19. Grain Dealers and Millers Ass'n of Oklahoma at Enid, Okla.

May 20-21. Kansas Grain Dealers Ass'n at Salina, Kan.

June 29, 30, July 1. American Seed Trade Ass'n at Chicago.

June 29-July 1. National Hay Ass'n, Niagara Falls, N. Y.

Aug.—Ass'n of Official Seed Analysis of North America in conjunction with the International Botany Congress at Cornell University, Ithaca, N. Y.

Oct. 18-20. Grain Dealers National Ass'n at Buffalo, N. Y.



# Work of N-W. Regional Advisory Board

By P. J. Coleman, St. Paul, before Minnesota Farmers Elevator Ass'n

I do not know of anyone who should be more interested in the work that the Northwest Regional Advisory Board is trying to do, and has accomplished during the past three years, than the members of your Ass'n.

In order to permit you to function freely in your business you must have adequate transportation, and that is the aim of the Board. The grain shippers of the Middle West and Northwest have enjoyed, during the past three years, the greatest demonstration of what constitutes adequate railroad transportation.

Those who are familiar with the conditions prevailing in 1922 appreciate how these conditions have been reversed during the past three years. This reversal was not brought about by chance, or following the course of least resistance, but was reached through tireless and concentrated effort, not only on the part of your railroads, in spending staggering sums of money to furnish you with additional motive power and grain car equipment, but on the part of the shippers themselves in utilizing this equipment to its fullest capacity, thus reducing transportation waste.

This was participated in equally by the country grain shippers, the marketing agencies, the terminal elevators and flour mills, and to them, as well as the railroads, is due the credit for having done the job. The practical co-operation developed between all these agencies made the job possible. This is where the Northwest Regional Advisory Board enters, in fostering and developing this co-operation, which is conceded to be the outstanding general business accomplishment of the past decade.

This was accomplished by the board acting as a neutral open forum, where the shippers and the railroad representatives could meet and frankly discuss their various problems in an around-the-table fashion, with all their cards on the table, face up. This furnished the necessary sympathetic touch which was necessary, and changed the various problems from an abstract proposition to a close personal one, with the result that there has not been a single problem brought before the board during the past three years but what has been ironed out to the entire satisfaction of all parties concerned.

"Grain Car Distribution Rules" include special regulations for car distribution when elevators are blocked. These rules were agreed to by all country elevator interests at a meeting held in Sioux Falls in July, 1923, and were immediately adopted by the Car Service Division and the railroads as the rules to be followed in this territory. Prior to the adoption of these rules there was continuous friction between country elevators on car distribution. Since their adoption we have not received a single complaint.

Holding Cars at Sampling Terminals: A problem now in the hands of the Grain Committee is of vital interest to you. That is, the "holding of cars at sampling terminals for disposition next season," and to what extent this can be done, if any, and permit a successful peak movement of grain.

The railroads now claim that the latter will be physically impossible if grain is held to the extent that it was at one of the terminals last season. Some of them see no objection to diverting cars at these sampling terminals to either primary market or lustine, it takes a car two days to run from the loading point to the sampling terminal. This would give the shipper a two-day option as to which market is the most favorable and he wires his diversion through his local agent and accomplishes, with practically no delay to grain car equipment, what he is now accomplishing by billing this grain to hold there for disposition and incurring an average of three days delay.

To give you an idea of what reaction this three days delay may bring about in your grain crop movement: For three of your grain carrying roads, each day's delay represents the taking out of that service 3,333 cars per day, and for three days a total of 10,000 cars. If these railroads were in a position to offset this by supplying 10,000 additional cars for 30 to 90 days, which they cannot do, it would merely aggravate the situation by creating that much greater blockade at the sampling terminals. The inevitable result of this condition is that the country elevators will be gradually stripped of a grain car supply and will be compelled to close with the further result, that the farmers' market is also closed.

The understanding is that this problem, now in the hands of the Grain Committee, will be fully discussed at the April meeting in St. Paul, April 27, to which you are all invited. The final conclusions must be reached at the July meeting prior to the peak movement. In the meantime if any action becomes necessary it will be taken by the Joint Terminal Grain Committee, a special committee composed of

four shippers, four railroad transportation representatives and the district manager of the Car Service Division, who have functioned the past two years during the peak grain movements.

The Northwest Regional Advisory Board is not concerned in any way with rate or tariff matters and will not permit their discussion at their meetings; they are concerned solely with transportation, service and distribution of information to the shippers and the avoidance of a waste of transportation effort on the part of the railroads.

## Fined for Violating Interstate Commerce Act.

Fines aggregating \$12,000 were paid by Paul Kuhn, of Terre Haute, Ind., on Feb. 5, \$10,000 against himself and \$2,000 against Wm. True, traffic manager for Kuhn.

Both Kuhn and True pleaded guilty to violations of the Interstate Commerce Act in grain shipping. A practice had been made of shipping corn in cars labeled "oats" from elevators at Terre Haute to Illinois points. From the destinations the cars were forwarded to other points filled with oats. Both short haul bills would be paid and a rebate claimed from the railroads on the contention that the cars had contained oats over the entire trip.

## Vitality of Seeds.

The thickness of seed coat and condition of storage greatly affect the life of seeds. The seed coat of the soybean, for example, is quite thin and even under good storage, vitality falls off rapidly after the second year. Thick coated seeds like the clovers, under good storage conditions, may retain their vitality for eight or ten years.

Under good conditions of storage at the Ohio Experiment Station, corn, oats, wheat, and timothy retained a satisfactory degree of vitality for four years; buckwheat and pumpkin seeds for five years; and barley, orchard grass, and squash for three years.

Seeds found buried in soil in Manchuria under conditions indicating an age of 100 to 400 years have shown 100 per cent germination and the seedlings are said to have grown with greater vigor than others of the same species from one-year old seeds. The seeds in question possess an exceedingly hard, tough seed coat and to this structure and the attending conditions of burial are attributed the duration of their vitality.

Some unusual conditions such as wet weather at time of harvest may impair the vitality, so it is safest to test seeds before planting.

## Death of John W. Snyder.

John W. Snyder, pres. of Hammond, Snyder & Co., Inc., Baltimore, grain forwarders, and admired member of the Baltimore Chamber of Commerce, died at his residence Feb. 10, at the age of 77. Death was attributed to heart trouble, from which he had suffered for the past few years. A general meeting of the members of the Exchange on Feb. 11 heard his death formally announced by the pres. of the Exchange and appointed a com'te composed of Chas. England, John H. Gildea, Jr., Richard C. Wells and William Rodgers, to attend the funeral. He was born in Martinsburg, W. Va., on Dec. 18, 1848. He came to Baltimore as a boy.

Mr. Snyder had been identified with the local Exchange for 40 years and in the early days of the old Corn & Flour Exchange served as chairman of the Corn Com'te. When this became the Chamber of Commerce he continued to serve as a director, member of arbitration com'tes and various other standing and special com'tes of the Exchange.

Immediately following the Baltimore fire of Feb. 7 and 8, 1904, which ravished 140 acres and destroyed much property including the Chamber of Commerce building, Mr. Snyder secured the assembly hall in the Masonic Temple as a temporary place of meeting for the transaction of business by members of the Chamber of Commerce. The fire was still raging in the eastern portion of the city when the grain merchants and commission men moved into their temporary quarters and continued with the transaction of business and the study of quotations from the Chicago market. Mr. Snyder was later appointed a member of the Burnt District Commission of Baltimore.

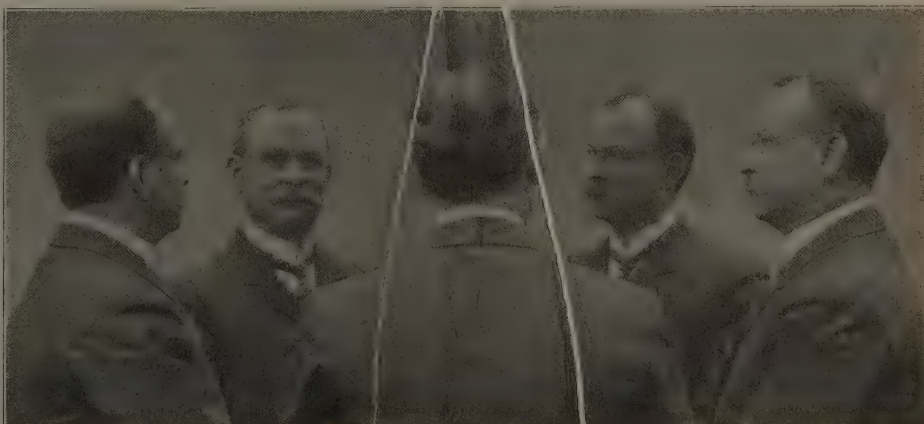
In 1890 he formed a partnership with the late Wm. R. Hammond and J. H. Smith, as Smith, Hammond & Co., which was succeeded in 1895 by Hammond & Snyder and a little later by Hammond, Snyder & Co. He continued active in business life until within the past month. For a number of years he was concerned with the affairs of the Council of Grain Exchanges.

Mr. Snyder had long been identified with Masonry and was a Past Master of Mystic Circle Lodge, Past Eminent Commander of Maryland Commandery No. 1 and Past Grand Commander of Knights Templar of Maryland.

He is survived by his widow, Mrs. Annie T. Snyder, 3 sons, W. Leroy, Herbert T. and Wm. W., and one sister, Mrs. Wm. Carruthers.

Mr. Snyder was always a popular and well-known grain man at innumerable meetings and conventions of state and national grain dealers ass'ns and enjoyed the friendship of countless numbers in the trade. Many mourn his passing.

Recent losses of grain laden ships at sea call attention to the hazard of loading a boat with grain only. Shifting in a heavy sea has caused the wrecking of many a vessel.



Five Portraits of John W. Snyder, Baltimore, Md., Deceased.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Jewell, Kan., Feb. 12.—We need moisture badly for the new crop.—Jewell Elevator Co., Fred Bartsch, mgr.

Portage, Wis., Feb. 13.—One third of our clover crop left in the fields is a total loss.—L. W. Hettinger, T. H. Cochrane Co.

Hutchinson, Kan., Feb. 11.—Growing wheat needs moisture from here westward, to keep the soil from blowing. Winds are very high and damaging today.—R. W. Vance Grain Co.

Holly, Colo., Feb. 8.—The high winds of last week have destroyed at least two fifths if not one half the wheat crop in the east half of Prowers Baco County, Colo.—Martin Spence.

Portage, Wis., Feb. 13.—Biggest oat and corn crop we ever had was this year. Oats made from 50 to 60 bus. per acre in the sandy soil up to 120 bus. per acre on the better ground. Farmers are feeding it all.—I. W. York & Co., Inc.

Jewell City, Kan., Feb. 19.—We had a heavy snow here on the 18th which will be a great help to the growing wheat crop. We needed it badly as the weather has been very dry here for the past 18 months.—Fred Bartsch, mgr. Jewell Elevator Co.

Fort Worth, Tex., Feb. 12.—While the Panhandle has had a good subsoil season, all that section of the country is getting extremely dry and moisture is badly needed. In other parts of the state, however, conditions seem reasonably good.—H. B. Dorsey, Texas Grain Dealers Ass'n.

Springfield, Ill., Feb. 17.—Sunshine was deficient during the week ending Feb. 16. Precipitation ranged from a trace on the west border to .80 inch at Charleston. Some thunderstorms with hail. Temperature mild at the middle of the week. Snowfall in northeast only. Wheat reports vary but it is mostly still alive.—C. J. Root, meteorologist.

Evansville, Ind., Feb. 19.—In spite of the severe weather that has prevailed in southern Indiana, southern Illinois and northern Kentucky for the past several weeks, the wheat crop is looking exceedingly well. The acreage in southern Indiana is greatly under that of a year ago. Southern Indiana farmers are planning a large acreage of corn this coming spring. Some meadows have been damaged by the cold weather.—C.

Kansas City, Mo., Feb. 16.—I just returned from a round-up in Kansas and find as a general thing the wheat looks pretty good over all the state. There seems to be enough moisture in Northwest and Central Kansas, both subsoil and surface. In some parts of the Southwest it is dry on top and will need more moisture to hold when spring winds begin to blow. Some sections of the state were badly hit by last year's short crop.—W. M. Sloan, B. C. Christopher & Co.

### From Abroad.

Czechoslovakia.—The import duty of 12.60 crowns per 100 kilos on wheat and 22 crowns on wheat flour, imposed last December, was removed on Feb. 1.

Bulgaria.—It is proposed to start a grain exchange in Sofia under the initiative of the millers, according to a message from that point. Functioning was to start Feb. 1 and official lists and quotations made as in Varna and Bourgas.

Poland's export tax on wheat was imposed with a consideration for grain dealers that might well be emulated in other countries. A com'te of grain dealers was assured that wheat in transit on rail before the imposition of the duty, and wheat for which foreign bill certificates were obtained, would not be taxed.

Buenos Aires.—It is officially estimated that the area planted with corn totals 10,650,000 acres, which is a 14.9% increase compared with last year.—Statistical Department, Ministry of Agriculture.

Syria.—As a special measure of relief, the import duty on wheat imported into Syria was recently reduced from 11 per cent ad valorem to 5½ per cent ad valorem under the minimum tariff and from 15 per cent ad valorem to 7½ per cent ad valorem under the maximum tariff. In addition, wheat which has been bought for military consumption and ground in Syria will benefit at once by a refund of the import duty paid.

New Zealand.—Importation of wheat, wheat flour, wheat meal and ground wheat has been prohibited, except with the consent of the Minister of Customs, by an Order in Council. The order was effective Jan. 18 last.

### Ode to Sorghum Hay.

Fort Worth, Tex., Feb. 20.—A little word about sorghum hay. Warehouses refuse to let anyone store it. It comes in here heating, mouldy and musty of good green color. When you try to put it in condition it turns brown and rotten. Shipped one car down the country this week and buyer wanted to charge me five dollars for dumping it in the river.—Harry Johnson.

### Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

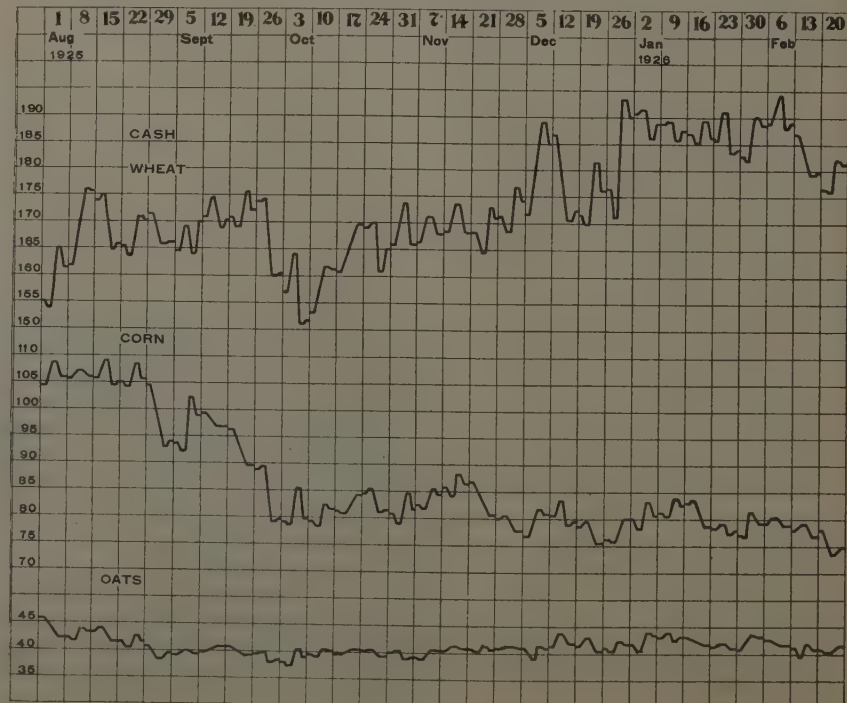
	Feb. 10.	Feb. 11.	Feb. 12.	Feb. 13.	Feb. 15.	Feb. 16.	Feb. 17.	Feb. 18.	Feb. 19.	Feb. 20.	Feb. 22.	Feb. 23.	Feb. 24.
<b>WHEAT.</b>													
*Chicago	167½	169	168½	166½	168½	166½	165½	167½	167½	169	169½	167½	167½
Kansas City	160¼	161¼	161¼	158½	160½	159	157½	159½	159½	161½	161½	161½	159½
St. Louis	168½	169½	169½	166½	168½	167	165½	167½	167½	169½	169½	169½	167½
*Minneapolis	160¼	161½	161½	158½	161	159½	158	160	159½	161½	161½	161½	160½
Duluth (durum)	142½	143½	143½	140½	142½	141½	139½	142	141	143½	143½	141	137½
Winnipeg	155½	156½	155½	153½	155½	154½	153½	155½	154½	155½	155½	154½	152½
*Milwaukee	167½	169	168½	166½	168½	166½	165½	167½	167½	169	169½	167½	167½
<b>CORN.</b>													
Chicago	80½	81½	81½	80	80½	79½	78	78½	79	79½	78½	78½	79
Kansas City	76	76½	76½	76	75½	74½	73½	74½	74½	74½	74½	73½	74½
St. Louis	79½	80½	80½	79½	79½	78½	76½	77½	77½	77½	77½	77½	77½
Milwaukee	80½	81½	81½	80½	80½	79½	78	78½	78½	78½	78½	78½	78½
<b>OATS.</b>													
Chicago	41½	41½	41½	41½	41½	41½	41½	41½	41½	42	41½	41½	41½
Kansas City	40½	40½	40½	40½	40½	40½	40½	40½	40½	40½	41	41	41
*Minneapolis	37½	37½	37½	37½	37½	37½	37½	37½	37½	38	37½	37½	37½
Winnipeg	46½	46½	46½	46½	46½	46½	46½	46½	46½	47½	47½	46½	46½
Milwaukee	41½	41½	41½	41½	41½	41½	41½	41½	41½	41½	41½	41½	41½
<b>RYE.</b>													
Chicago	97½	97½	97½	95½	97½	96	94½	95½	95	96½	95	93½	93½
*Minneapolis	91½	91½	91½	88½	91½	89½	87½	89½	88½	90½	89½	87½	87½
Duluth	94	93½	93½	91½	93½	91½	90	91½	90½	92½	91½	89½	89½
Winnipeg	97½	97½	95½	94½	97½	95½	94	95½	95½	96½	96½	94½	93½
<b>BARLEY.</b>													
*Minneapolis	62½	63½	63½	63	63	62½	62½	63	62½	63½	63½	63½	62½
Winnipeg	61½	61½	61½	61½	62½	61½	61½	61½	61½	61½	61½	61½	61½

\*New style.

### Cash Wheat, Corn and Oats Fluctuations from July 25 to Feb. 20.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.

DATES GIVEN ON THE CHART ARE THE SATURDAYS CLOSING THE WEEKS INTO WHICH THE CHART IS DIVIDED.



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Hutchinson, Kan., Feb. 11.—Deliveries of wheat by farmers has dwindled to almost nothing the past few days.—R. W. Vance Grain Co.

Tacoma, Wash.—During the month of January Tacoma receipts, in carloads, were wheat, 468; corn, 51; oats, 17; barley, 12; compared to January a year ago, 217; 75; 28; 12, respectively.

Vancouver, B. C., Feb. 4.—Shipments of grain from this port during the month of January amounted to 4,597,812 bus. going to United Kingdom and continent and 4,333,332 bus. to the Orient.

Morton, Ill., Feb. 15.—Movement of corn is almost at a standstill. Roads are in poor condition. Considerable corn is still in the farmers' hands.—Jos. Hauter, mgr. Farmers Grain & Livestock Co.

Decatur, Ill.—An indication of the movement of corn is the fact that A. E. Staley Mfg. Co. recently asked an embargo on corn moving into Decatur, when it had its elevators full, 500 carloads in the yards and 300 carloads under contract.

Portage, Wis., Feb. 13.—Shipped out a little rye this year. However, shipments are a thing of the past in this part of the country as we usually have to ship in corn and oats for feeding purposes. This is the first year we will not import corn and oats for local consumption.—I. W. York & Co., Inc.

St. Joseph, Mo.—Receipts in this market during January in bus. were wheat, 544,600; corn, 1,309,500; oats, 116,000; kafir, 1,500; milo, 3,000, compared with 1,261,400; 1,468,500; 122,000; 1,500, respectively, last year. Shipments were 123,200 wheat; 945,000 corn; 108,000 oats, compared with 534,800; 811,500; 54,000, respectively, last year.

Denver, Colo.—Denver receipts in bus. during the month of January were 903,000 wheat; 1,002,850 corn; 116,000 oats; 1,500 rye; 35,700 barley, compared with 211,500; 866,450; 104,000;

1,500; 83,300, respectively, in January last year. Shipments were 19,500 wheat; 159,650 corn; 58,000 oats; 8,500 barley, compared with 3,000; 187,550; 70,000; 18,900, respectively a year ago.

Peoria, Ill.—Receipts in this market during January in bus. were wheat, 73,200; corn, 2,512,050; oats, 731,000; rye, 1,200; barley, 109,200, compared with January a year ago, 144,000; 3,146,350; 1,362,800; 4,800; 113,400, respectively. Shipments were 55,200 wheat; 1,705,800 corn; 754,200 oats; 1,200 rye; 23,800 barley, compared with January a year ago, 94,800; 1,697,400; 1,168,300; 2,400; 75,600, respectively.

## Seed Arrivals.

While the seed business did not start off with a rush at the beginning of this season, seedsmen have done little complaining and prices have been well maintained. The following figures on imports are from the U. S. Depart. of Agri.:

Imports of red clover amounted to 5,203,600 lbs. during January, compared with 852,700 lbs. last year, and 1,056,200 lbs., the average imports for January during the past 10 years.

Imports of alsike for January were 997,000 lbs. this year, 1,104,000 last year, and 537,800 lbs., the average for 10 years.

Imports of white clover for this January, amounting to 351,200 lbs., were the largest in 10 years exceeding the average by 297,200 lbs. Imports of crimson clover for January (128,100 lbs.) were 29,700 lbs. smaller than the average. Approximately 88,000 lbs. arrived from France during the week ending Jan. 30. Imports of white sweet clover were 576,600 lbs. compared with 601,200 lbs. last year and 321,800 lbs. two years ago.

Imports of alfalfa for January amounted to 443,300 lbs. (all from Canada) this year, 302,300 lbs. last year, 1,260,900 lbs. two years ago, and 563,000 lbs., the average.

Imports of orchard grass since July 1, amounting to 92,900 lbs., are the third smallest on record.

Imports of perennial rye grass for January were 308,100 lbs. this year, 174,300 lbs. last year, and 267,200 lbs., the average for 10 years. Italian rye grass imports for January amounted to 121,800 lbs. this year, 37,600 lbs. last year, and 109,900 lbs., the average.

## Force Liability of Carriers.

Schedules and tariffs of the common carriers, filed with the Interstate Commerce Commission, containing any provision exempting, or purporting to exempt, directly or indirectly, the carrier from the liability imposed upon it, would be automatically void and unlawful if a bill introduced by Congressman Denison, of Illinois, in the House, to amend the Interstate Commerce Act is favorably acted upon by Congress.

This would enforce the liability of common carriers for loss of or damage to grain shipped in bulk.

The only exemption permitted in tariffs would be the following:

(a) For a tolerance allowance, not exceeding 60 lbs. per car, in the settlement of loss and damage claims with respect to grain shipped in bulk, and

(b) That the carrier, if not otherwise liable, will not be liable for loss if proving such loss resulted from natural causes.

## A 55,000-Bus. Elevator with 29 Bins at Wanamingo, Minn.

Last fall, just a few weeks before threshing time, the elevator at Wanamingo, Minn., which the Farmers Elevator Co. had been operating, caught fire and burned to the ground. The fire took place on Friday afternoon, and the following Monday all arrangements had been made for rebuilding and materials and men were on the road to Wanamingo for replacing the burned elevator.

This company conducts a big business at Wanamingo, a small town on the C. M. & St. P. R. R., and the elevator, illustrated herewith, holds 55,000 bus. of grain, and is well equipped. All of its 29 bins are hoppers. In the elevator are four legs, two on the side next to the elevator for receiving from the trade and two on the track side for shipping purposes. All legs are equipped with the new type buckets on riverside belt. The work floor is of the cross-type work floor and contains a hundred-bushel hopper scale for shipping purposes, as well as for use in mixing, a Disc Cleaner, a Clip Cleaner, and a Monitor Cleaner are located so as to be served from all overhead bins on the cross work floor. Six of these bins are located over the driveway for handling feed and seed.

A Strong-Scott Manlift gives access to the cupola floors. A Richardson automatic scale is located in the cupola for shipping purposes. Byle clutches are used throughout.

The main building, including the roofs, is covered with galvanized iron.

The legs are equipped with double distributors and fitted so that the four legs act as one, or independent of each other, as desired.

The power throughout the whole plant is furnished by motors of the Fairbanks-Morse enclosed type, there being nine motors all told.

An air dump is located in the driveway on a twenty-six foot, ten ton wagon scale. The office adjoins the driveway, and is divided into two rooms, the office building having a full basement and a heating plant in same. A large dust house is located at the east of the elevator, and on the west side of the elevator, a large warehouse was built for storing sacked products.

R. Emerson is the manager for this company and has been there several years. The T. E. Ibberson Co. designed and built the elevator.

Statistics, like men, often go awry and for this reason it is best not to get too stubborn in cash or futures grain dealings. Consumption is oftentimes curtailed by high prices. Farmers sometimes have more wheat back in their bins than figures would indicate. Cash wheat may not follow the futures unless conditions are right. Advances are generally followed by declines. The wise trader or dealer cinches his profit and lets the other fellow worry.—Southworth & Co.



55,000-bu., 28-bin Elevator at Wanamingo, Minn.



# Interesting Meeting of Tri-State Grain Shippers Ass'n at Minneapolis

That smutty wheat is being given more than passing concern by the grain dealers of the Northwest was evidenced by the discussion of this subject by the Tri-State Country Grain Shippers Ass'n during its 8th Annual Convention in Minneapolis, Feb. 11.

Pres. F. E. Crandall, Mankato, Minn., called the meeting to order and introduced B. F. Benson, Minneapolis, who, in behalf of the Minneapolis Chamber of Commerce, extended a hearty welcome to the visitors. Mr. Benson supplemented his words of welcome with a clear cut outline of the problems confronting the grain trade at the present time. Mr. Benson said:

## Improving the Grain Trade.

President Crandall and Members of the Tri-State Grain Shippers Ass'n: It is a real pleasure for me to extend a word of welcome to your Ass'n in behalf of the Minneapolis Chamber of Commerce.

I want to congratulate you on what you have accomplished from the time your Ass'n was formed, and I am confident that every member of the Tri-State Grain Shippers Ass'n appreciates the value of this organization.

**Criticism of Our System of Marketing:** Many investigations have been conducted. A great deal of legislation has been proposed, and much of it enacted into law. The proponents of this legislation have contended that legislation is necessary to correct some of the so-called evils and abuses that our system of marketing was heir to.

The farmers, the grain and milling interests, and I might add economists who have studied our system of marketing, are unanimous in their opinion that we have the most efficient grain marketing system that has yet been developed, a system that is recognized by other nations, and every honest student of marketing, as being thoroughly sound and efficient. The margin between the producer and the consumer is extremely narrow, because of the insurance offered by the hedging facilities in the contract markets.

**Hedging:** I need not tell you grain men of the value of the hedging market, because you are so familiar with all of its operations. You appreciate the liberal extension of credit to all grain dealers who conduct their business so they are entitled to credit, and this applies not only to the country shipper but to the terminal operators, where the banks have always looked with favor on grain paper, because they know that all grain is properly protected by being hedged.

The principal criticism of the grain exchanges today is that the prices registered are not always high enough to satisfy the producer, and if it were possible to maintain a standard of prices that would reflect good returns on all grain, regardless of production, there would be very little criticism except from the consumers.

**The futures market** being open to the public, registers the price that represents the combined judgment of all those who operate in the markets, and the basis for this, of course, is supply and demand. A careful study and analysis of our grain markets from the beginning of futures trading shows conclusively that futures trading reflects accurately the law of supply and demand.

**Legislation:** There is considerable discussion at this time to consider legislation designed to take care of our surplus, whereby the farmer, through an excise tax, or some other scheme, can market his grain for domestic consumption at a very substantial higher price level, and by the creation of some Federal Board, this can be accomplished with no loss to the government. If I thought any scheme could be evolved that would bring about such results I would be in favor of it. No one is more interested in seeing the farmer receive good prices for what he raises than the grain and milling interests.

Many bills are being offered to Congress designed to take care of our surplus crops. You have heard some discussions of the Noyes Plan. Then there is what is known as the Dickinson Bill, introduced by Congressman Dickinson of Iowa. I understand that former Governor Lowden of Illinois is in favor of the Dickinson Bill.

I do not care to question the motives or the good intentions of any of these men, but I think you will agree with me that some of these men may not be competent when it comes to the matter of substituting legislation for economic law, for which most of us believe there is no substitute.

No one contends that our present system is perfect, but it does represent honest and intelligent minds, that have given their very best

to the development of our marketing system, and whenever any changes are necessary, to better facilitate the marketing of our grain these changes have been adopted. When any further changes are to be considered for the betterment of the marketing system in its entirety they are sure to be welcomed by all interests.

**The Potato Pool:** About two years ago it was thought that the first step to be taken in the Northwest to assist the producers was to organize the potato growers. The sponsors of this plan stated they must have at least 80% of all growers of potatoes sign up on a five-year contract basis, agreeing to deliver all of their surplus potatoes into a pool known as the Potato Growers' Exchange. What happened? The following year showed a very large potato crop, with extremely low prices, thousands of acres were never taken out of the ground, and naturally the farmers were discouraged, and we saw the abandonment of this scheme, which was very costly. This is a sad story, and I do not get any satisfaction out of the fact that the farmers, who worked hard, received very little for their efforts.

This year, with apparently no so-called orderly marketing of potatoes, farmers are getting a very good price and there is no one to receive credit for this except the old law of supply and demand. It always has operated in this way, and will undoubtedly continue in spite of legislation.

PRES. CRANDALL read his address from which the following is taken:

## President Crandall's Address.

**The Minnesota Co-operative Marketing law** and its effect on the grain business throughout the state is a very good thing.

Under the terms of this law if a grain dealer even through error purchased grain from a member of the Co-operative Marketing Ass'n he was made amenable to the law and subject to a \$500.00 fine.

Much work was done by the grain trade of the state to have certain sections of the law repealed by the legislature, and this Ass'n adopted strong resolutions favorable to such action.

While all this agitation for the repeal of the objectionable features of the Co-operative Marketing law was in progress, action in the courts was being brought by the pool against certain grain dealers who were alleged to have violated some of its provisions.

The cases finally reached the State Supreme Court, and the court found that the objectionable clauses referred to were unconstitutional.

This decision was received with great satisfaction by the grain trade, and it seemed to be a very sound and sensible settlement of a matter which was of very serious moment to grain interests of the state.

Nothing could have been more unfair than a law which compelled a disinterested party to enforce a contract in which he was not directly concerned.

The court's decision was a very happy solution of a vexatious and troublesome matter, and it was a relief to the grain buyers in the territory in which the grain marketing pool was operating. I am very glad that our Association was in the forefront in taking a firm stand against the objectionable features of the Co-operative Marketing law, even though it perhaps did not have any direct influence on the final solution of the problem.

**Radical Legislation:** Two years ago the grain trade was threatened with such radical legislation by Congress that its effect was felt throughout the country and was really a serious factor in the economic situation.

Congressional activity finally brought forward the measure known as the McNary-Haugen Bill, which, though carefully disguised, was purely a price-fixing measure, and its faults were so glaring that it finally failed to meet the approval of Congress or the country, and the fall elections in 1924 proved conclusively that the country was not in favor of radical legislation.

Congress is again actively at work trying to formulate a law which will achieve much the same results as was expected of the McNary-Haugen Bill, without seeming to carry any price-fixing feature. It is hoped that by removing this objection that the measure will meet the approval of Congress.

There seems to be a well-organized effort to stymie Congress into putting through a so-called relief bill without giving time for its thorough study and consideration, and the Dickinson Bill has been selected from many bills which have been presented and which purport to represent the ideas of those who insist upon legislation of this character.

This legislation seems to be demanded by certain agricultural societies in the corn area, because of the low price of corn, and the bill under consideration is apparently based on the

idea that a higher level of prices must be maintained to help out the producer by providing an outlet for the agricultural surplus at the world's price level, and at the same time by artificial remedies sustain domestic values.

While this is a very worthy and much desired condition, it is questionable whether any legislation can be framed which can bring about such a result with fairness to the whole country, if artificial remedies are required to achieve such an outcome. Can the condition of the farmer be cured by providing an outlet for his surplus grain, and at the same time by artificial means sustain domestic values, and will such a law be a practical solution of the problem? Is it not of the same general character as the price fixing laws which have been tried out many times, and which have invariably proved failures?

Every member of our Ass'n and every grain dealer, I am sure, is in sympathy with the farming industry, and is anxious that it be successful, but we cannot support a law such as the Dickinson Bill, now before Congress, with the hope that it will accomplish the results claimed for it.

The only solution of the price problem of agricultural commodities is the law of supply and demand, which means the adjusting of the amount produced to the amount consumed.

Our congressional representatives are undoubtedly sincere in wishing to pass measures for the best interests of the country, but I cannot help but feel that the Dickinson Bill is one rather of political expediency than a sound and well matured measure which will be for the benefit of the whole country.

**Complications for the Grain Buyer:** In the past years it was a comparatively simple matter to buy wheat, if strict attention was paid to its grade and dockage, but with the advent of scientific milling other conditions have been placed on the buyer to adjust his prices to the buying and difficulties have arisen which are hard to overcome.

I refer particularly to the protein content of wheat, which must be taken into account by the buyers throughout a large section of the territory covered by the activity of our Ass'n.

I have no remedy to offer for these difficult conditions which now confront the grain buyer, but I am in hopes that discussion will develop a line of thought which will help us get a start in working out a solution for this serious problem.

**Smut:** The wheat in a large part of our territory this year has contained such a quantity of smut that it has been a difficult matter for the buyer to adjust his prices to conform to the terminal values of such wheat. There seems to be no satisfactory way of selling such wheat to arrive, and the shipper must accept the value placed on this wheat after it arrives at the terminal market. The result is that serious losses are likely to result and it is difficult for the grain buyer to avoid them.

I feel that it is to the interest of our members that our Ass'n do all in its power to assist in the present campaign for the eradication of smut. If such a result can be accomplished it will be of vast benefit to the farmer, and certainly it will be the means of reducing the heavy loss to which the grain buyer is now subject.

**Crop Liens:** At our last annual meeting a resolution was adopted by our Ass'n relative to the present mortgage laws which require the grain buyer to consult the county records as to all chattel mortgages, and making him liable if he buys and pays for mortgaged grain. It would seem that this law is not entirely fair and in my opinion the mortgage of chattel mortgages should bear some responsibility when the commodity covered by his mortgage is offered for sale at the local elevator.

During the past few years chattel mortgages covering grain products have been more numerous than before, which requires the greatest watchfulness on the part of the grain buyer to save himself from loss.

It seems to me that our legislative committee should take an active interest in this subject and try to interest other grain associations in co-operating in presenting some measure at the next session of the legislature which will to some extent at least relieve the grain buyer of the risk he is now taking in protecting the interests of the mortgagee.

**Membership:** I would like to see an active campaign for membership during the coming year and I believe a well selected committee might bring about the result desired.

Our Association has certainly justified itself and there is great work for it to do, and if its activities are properly presented to those who are not yet members I believe that there would be a splendid response to solicitations for new members. During the past year our Ass'n has, it seems to me, been more of a factor than ever in the interest of its membership. Our members should not get the idea that because our name does not appear frequently in the newspapers that we are not ready at all times to take care of the interests of our membership. Many times during the past year our officers have been called in conference with other grain organizations to work out problems for the benefit of the dealers of the Northwest.

I am glad to say our members have benefited by this and I may also say that many who are



not members of our organization have also benefited.

It is unfortunate that the active and progressive grain dealers must spend their time and money and use their influence for the benefit of those who do not co-operate with us or give us their support.

SECY E. H. MORELAND, Luverne, Minn., in his annual report said:

## Secretary's Report.

A review of the work of the Association for the past year shows there is real need of an organization of this kind. A great deal of the work done by the Ass'n is not brought to the attention of the members. In November, 1925, we sent out a pamphlet calling attention to a few of the most interesting features of the work. The Ass'n can help the shippers smooth off some of the rough edges of their expense accounts.

**Railroad Leases:** We have had no complaints from our members the past year about the cost of railroad leases. We have before us a copy of the Great Northern schedule that appears to be reasonable: "Track frontage of 60 feet or less, \$12.50 per annum; track frontage over 60 feet, 20 cents per foot." This schedule is dated Sept. 24, 1924.

**Warehouse and Fidelity Bonds as Workmen's Compensation:** Our office has facilities for handling Warehouse Bonds and Workmen's Compensation insurance, and if all of our members will place these bonds through the Ass'n the cost will be the same to them whether in a Mutual or Stock Company and the Ass'n will receive the regular agent's commission. This commission is taking care of part of our expense at the present time.

**Fire and Tornado Insurance:** We furnish complete fire and tornado insurance protection to our members and the saving has averaged 50% for twenty-three years. Our inspection service is free to policyholders and oftentimes we can suggest improvements in the elevator that will reduce the cost of the insurance.

**Lightning Rods:** The cost of equipping an elevator with lightning rods has been reduced thru competition of those engaged in this line of work, and at the present time a 25,000-bu. cribbed elevator can be rodged for \$45. If the contractor can secure several elevators along one line of railroad the cost can be still further reduced. The reduction in the insurance cost will pay for the rods in three years on the basis of \$15,000 insurance carried on the property. This information alone may save our members a neat sum if they rod their buildings.

There are about 200 elevators represented by the membership of the Ass'n. We should have at least 2,000 elevators in the territory we cover. The receipts of the Association for the past year were \$1,022.32 and the disbursements \$547.19, leaving a balance on hand Feb. 9, 1926, of \$475.13.

The continued success of your Ass'n depends upon the service rendered to the members. Experienced grain men are at the head of the Ass'n and there appears to be no good reason why the requirements of the members will not be well taken care of. The members must show their appreciation of the efforts of the officers and give them their financial support in order to carry out the objects and aims of those in charge of the work.

Our membership fee is only \$5.00 and the annual dues \$6.00 for one elevator and \$1.00 for each additional elevator. Those who are not members are urged to join, avail themselves of the service offered and assist in maintaining a high standard of efficiency among those who buy grain and other commodities from the producers.

PRES. CRANDALL appointed the following committees:

**Resolutions:** Arthur Speltz, Albert Lea, Minn.; Aug. Evert, Kennedy, Minn.; E. H. Sexauer, Brookings, S. Dak.; A. W. Anderson, Cottonwood, Minn.; E. R. Arneson, Irene, S. Dak.

**Auditing:** A. M. Anderson, Cottonwood, Minn.; E. A. Betts, Mitchell, S. Dak.; C. A. Quarnberg, Belle Fourche, S. Dak.

**Nominating:** W. H. Richardson, Elgin, Minn.; R. E. Jones, Wabasha, Minn.; C. A. Nachbar, Mankato, Minn.

## Smut and Its Remedies.

ARTHUR SPELTZ, Albert Lea, Minn.: I would like to hear of the experience of some of those present with smutty wheat. Does it get worse year after year? At our station on the Rock Island we get very little smutty wheat while on the I. C. the wheat is filled with smut. The more you clean this smutty wheat the worse it gets.

R. E. JONES, Wabasha, Minn.: Three-fourths of the durum wheat we handle is full of smut.

E. H. SEXAUER, Brookings, S. D.: The smut balls are unbroken when the wheat is received, but when it goes through the cleaner these smut balls are broken. Oat smut is different from wheat smut. In wheat the smut stays with the berry throughout the threshing operation. An assessment of \$2.00 has been made on each elevator in the wheat territory to promote an extensive smut prevention campaign.

C. A. NACHBAR, Mankato, Minn.: If smutty wheat is planted you are sure to get smutty wheat.

W. H. RICHARDSON, Elgin, Minn.: Farmers should treat their seed wheat every year in order to gather a crop free from smut. The methods of treating seed to prevent smut are inexpensive and require very little labor.

AUGUST EVERT, Kennedy, Minn.: I urge every farmer to whom I talk to treat his seed before planting. I favor the use of formaldehyde because it not only prevents smut but kills foreign seeds.

C. A. QUARNBERG, Belle Fourche, S. D.: Formaldehyde is used quite extensively in our section. I do not believe moisture has anything to do with it.

A. M. ANDERSON, Cottonwood, Minn.: In my seven years' experience I have never seen a trace of smut in the wheat we have handled. Regardless of this we are urging our farmers to treat their seed wheat. I am wondering if excessive moisture is the cause of smut.

PRES. CRANDALL: Do you have smut in dry weather?

## Loading Cars to Earn Minimum Freight.

MR. NACHBAR: If we order a 60,000-lb. capacity car and load 56,000 lbs., we pay freight on the marked capacity of the car. Shippers of other commodities are enjoying the privilege of loading only 40,000 or 50,000 lbs. in 60,000-lb. capacity car and paying freight on the actual load, while we are assessed on the marked capacity of the car.

MR. EVERT: The Great Northern requests us to overload 10%. If I order a 60,000-lb. capacity car and get an 80,000-lb. capacity car, I load and mark the B/L "60,000-lb. capacity car ordered," then load 60,000 or 66,000 lbs. and pay freight on the actual load. If less is loaded, freight is paid on the marked capacity of the car. If more than the requested 10% is loaded, freight is paid on the next minimum capacity car which is 80,000 lbs. on the G. N.

MR. SPELTZ: We can load 10% in excess of the marked capacity of the car, but are compelled to pay freight to marked capacity unless smaller car is ordered and furnished through railroad company's convenience, but when we order a 60,000-lb. capacity car and load in excess of 10%, we are forced to pay freight on the next minimum capacity car.

P. P. QUIST, Minneapolis, State weighmaster, celebrating his silver anniversary as state weighmaster, reviewed the changes he has seen during his 25 years' service.

A. F. NELSON, Benson, Minn., Sec'y Minnesota Farmers Grain Dealers Ass'n: I am indeed glad to be here with you independent dealers. We can and should work together; as an ass'n we are always willing to co-operate with you in putting over anything of benefit to us all. Yours is not a going concern but a coming concern. The number of independently owned elevators is rapidly increasing in Minnesota.

PRES. CRANDALL: We appreciate Mr. Nelson's offer of co-operation and I am sure every member of this ass'n will be glad to reciprocate.

## Shippers Must Use Weight Cards.

MR. QUIST: I want to call your attention to the use of shippers weight cards. In Minnesota we have a law requiring grain shippers to use these cards.

This law is of interest to the shipper and the failure to comply with it is likely due to lack of knowledge of its benefit. When there is a card in the car showing the loading weight,

the weight on the card is compared with the state weight, and if the difference is more than the scale tolerance allows, a special investigation is made then and there. It should be evident to shippers that an investigation made while the grain is still in the scale hopper and the car at the unloading pit is of more value than an investigation made later when the car has left the elevator.

When no card is placed in the car the state weigher has no means of knowing the weight claimed by the shipper, and consequently he would not be aware of a shortage. The special investigation often reveals evidence of leakage, which was not noticed in the first place, as cars often leak while in motion and show no leakage when standing still. Such leaks may be found on close examination. If the shipper's cards contain the name and address of the shipper or the consignee, they are advised of the result of the special investigation.

The shipping card system is now in use in the principal terminal markets, and the close check on the loading and unloading weights have been the means of quickly locating leaky loading spouts and scales out of true standard, that might not otherwise have been discovered for months, and the results are that grain is today handled between these markets on a much closer weight than ever before. The same close check of the weights between the country shippers and the terminal market would not only result in closer weights, but would also tend to remove the suspicion that exists among some of the shippers, I have noticed in checking the country weight cards, that we seldom have complaints from the shippers who comply with the law.

MR. JONES: Which do you prefer, track or hopper scales?

MR. QUIST: There is no difference in the ultimate result. The hopper scale is more work, of course, because we must safeguard the grain from the pit to the scale.

MR. NACHBAR: What about automatic scales?

MR. QUIST: We do not use them in our work.

Adjourned for luncheon.

Because of the lateness of the hour addresses were eliminated at the ass'n luncheon. However, appetites were improved by the melodious harmony of P. M. Ingold's Chamber of Commerce quartet which included besides Mr. Ingold, Frank Seidl, Stephen Cobb and Chas. Lockerby.

## Afternoon Session.

Starting this session Pres. Crandall introduced A. D. Wilhoit, Minneapolis, who read a paper on "The Protein Problem of the Country Shipper," from which the following is taken:

On motion of Mr. Jones, the state department will be requested to distribute bulletins giving more detailed information on the protein content of the different bread wheats.

J. J. LA DUE, Sec'y So. Minn. Mgrs. Ass'n, Mankato, Minn., addressed the dealers on "Determining the Buying Value of Low Grade Corn at the Country Station." His address is published elsewhere in this number.

HENRY MICHAELSON, Pres. So. Minn. Mgrs. Ass'n, Okabena, Minn., told why his ass'n was organized and reviewed briefly what it had accomplished since its organization.

C. J. COLEMAN, of the Northwest Regional Advisory Board reviewed the work of the Board. His address is published elsewhere.

DR. E. C. STAKMAN, of the University of Minnesota addressed the shippers on Smut Prevention. His address is published elsewhere.

MR. SEXAUER read the following resolutions which were unanimously adopted:

## Resolutions.

### Anti-Future Bill Opposed.

WHEREAS, There has been introduced in the United States Senate by Senator Caraway a bill entitled, "A Bill to prevent the sale of grain and cotton in futures markets"; and

RESOLVED, That the Tri-State Grain Dealers Ass'n is unalterably opposed to the passage



of the Caraway Bill. If this bill were enacted into law, it would destroy future trading in the terminal markets of the country and would make it impossible for country elevator operators to continue the practice of hedging their purchases from the farm. If the practice of effecting insurance against decline in the price during the time required to market grain purchased were abandoned, it would inject such hazards into the business of dealing in grain that a much higher margin would be required to offset possible losses. This would result in a lower price to the farmer and in a higher price to the consumer. It is the sincere hope of the Ass'n that no such legislation will be enacted.

#### Opposed to Price Fixing.

**RESOLVED.** That this Ass'n is opposed to the adoption of any legislation putting the government into business, or which creates an artificial level of prices with respect to grain, as is contemplated by the Dickinson Bill, the Noyes plan and other similar proposals for "the relief of the farmer." The prosperity of the farmer is as vital to our business and affects it as directly as it does any other line of business. We cannot concur in any of these plans for the reason that they are impractical and would not improve conditions in agriculture. We believe that conditions are improving steadily, but such ills as still exist are purely economic and cannot be remedied by legislation. The problem is to improve agriculture by the injection of better methods of farming into the business along the lines of scientific selection of seeds, proper preparation and fertilization of the soil, and selection of such crops as can be grown most profitably. Only by these methods can agriculture be put on a permanently sound basis. Any legislation in the nature of a subsidy to the farmer will aggravate and perpetuate the real trouble.

#### Notice to Buyers, of Grain Liens.

**WHEREAS,** Public warehousemen, including country grain merchants must be closely confined to their place of business, long hours each day, to serve their customers, taking in grain, livestock, selling commodities and being in their offices to obtain market reports, answer telephone calls, and to serve their communities makes it impossible to keep posted on each mortgage or lien filed, and

**WHEREAS,** Courthouses or places of record of mortgages and liens are often far removed from the place of business of warehousemen, country grain elevators and other buyers, it is apparent that the operators of such businesses cannot find time to obtain all records of mortgages and liens, therefore be it

**RESOLVED,** That this ass'n urgently recommends that the laws governing notices to purchasers of grain and livestock, produce, etc., be so amended that the parties interested in such mortgages and liens be compelled to notify all such public warehousemen and merchants within a reasonable marketing distance whenever mortgages and liens are placed on file, so that the burden of such notices will rest upon the mortgagee or lien holder and not on the disinterested purchaser.

#### Northwest Regional Advisory Board Endorsed.

**RESOLVED.** That the Tri-State Country Grain Shippers Ass'n do hereby heartily endorse the work that the Northwest Regional Advisory Board has been doing and the co-operation it has been able to secure from the railroads and all grain handling agencies in providing grain car equipment at all country stations, when it was needed. Be it further

**RESOLVED.** That we pledge our fullest co-operation in this work.

Resolutions were adopted expressing sorrow at the death of two members of the Ass'n, T. Franklin Dahl of Minnesota, and J. G. Dill of Wabasha.

MR. ANDERSON read the report of the Auditing Committee which was accepted.

MR. RICHARDSON of the nominating committee presented the following: F. E. Crandall, Pres.; E. A. Bett, Mitchell, S. D., 1st vice pres.; Arthur Speltz, 2d vice pres.; S. O. Tollefson, Milton, N. D., 3d vice pres., and C. A. Quarnberg to the Board of Directors.

B. P. ST. JOHN, Worthington, Minn.: We appreciate the work Mr. Crandall has done the past two years he has served as our president and I move that we accept the recommendations of the Nominating Committee. (Carried.)

Pres. Crandall in accepting the nomination thanked the members for the honor and for their co-operation.

A. O. RADKE, Lesueur Center, Minn., who gained prominence throughout the trade when he was hailed to court for buying 2 loads of wheat from a member of the Minnesota Wheat Pool, a violation of section 26-27 of the Minn. Co-op. Mktg. Law, thanked the ass'n for its

contribution of \$100 to help defray the expense of the legal battle.

(The District Court of Minnesota granted a temporary injunction against Mr. Radke and he appealed to the State Supreme Court, which held the law unconstitutional.)

Adjourned *sine die*.

Shippers present included: A. M. Anderson, Cottonwood, Minn.; E. R. Arneson, Irene, S. D.; A. C. Becker, Northrup, Minn.; E. A. Betts, Mitchell, S. D.; F. E. Crandall, Mankato, Minn.; H. O. Eames, Morris, Minn.; August Evert, Kennedy, Minn.; John Hagen, Appleton, Minn.; R. E. Jones, Wabasha, Minn.; W. L. Johnson, Hancock, Minn.; J. J. and S. La Due, Mankato, Minn.; Karl Liem, Bingham Lake, Minn.; G. A. Lund, Clarkfield, Minn.; H. L. Michaelson, Okabena, Minn.; C. A. Nachbar, Mankato, Minn.; A. F. Pofahl, Glencoe, Minn.; C. A. Quarnberg, Belle Fourche, S. D.; A. O. Radke, Lesueur Center, Minn.; W. H. Richardson, Elgin, Minn.; B. P. St. John, Worthington, Minn.; E. H. Sexauer, Brookings, S. D.; Mason Smith, Alpena, S. D.; Arthur Speltz, Albert Lea, Minn.; J. C. Miller, Page, N. D.

Private long distance wire leases cost \$24 per mile per annum. How many miles do you wish?

#### Flour Mill Merger Rejected.

The proposed merger of the Kansas Flour Mills Co., headquarters in Kansas City, with the milling and elevator properties under the control of B. B. Sheffield, of Minneapolis, and properties of the Valier & Spies Milling Co., of St. Louis, was rejected by stockholders of the Kansas company in a meeting held in Wichita, Kans., on Feb. 16. Thad L. Hoffman, pres. of the Kansas Flour Mills Co., stated:

The stockholders turned down the proposition. Any statement that the deal had been voted was premature. Approximately 50 stockholders were present, representing about 85 per cent of the stock. The stockholders took the view that their dividends were being paid regularly, that they were satisfied and that they did not wish to merge with the other interests at this time. The vote was unanimous.

#### New Co-operative Elevator at Pomeroy, Ia.

The Pomeroy Co-operative Elevator Co. had operated two elevators in Pomeroy, Ia., for years. It decided to wreck one of the old buildings and erect a new modern plant in its place so it awarded the contract for a new elevator to the T. E. Ibberson Co.

The new modern elevator on the I. C. R. R. has a capacity of thirty thousand bushels in its twelve bins. Its one leg with 12-inch buckets is operated by a Fairbanks enclosed type 10-h. p. motor, direct connected to the head with a Link Belt Silent Chain drive.

A 2,250-bushel Richardson automatic scale is located in the cupola for weighing shipments. A 10-ton Fairbanks wagon scale is located in the driveway for weighing grain as received. It is equipped with a Strong-Scott air dump, having a 2-h. p. enclosed type Fairbanks motor for the compressor.

The office adjoins the driveway and is divided into two rooms with the scale beam in the public office. The scale alcove in the driveway, as well as a coal scale that is located in the rear of the office, has a large alcove built into the office building. The walls of the office are finished with wall board, decorated in stripes, and presenting a very neat appearance.

Heat is furnished by a hot air furnace located in the full basement under the office, and heating the two rooms of the office.

The foundation of the main building consists of a reinforced concrete slab. The main building, including the office and driveway, is covered with galvanized iron. A Strong-Scott manlift gives access from the work-floor to the cupola floor.

This company transacts a very large business under the management of Mr. O. C. Wickey.

In a few years only disinfected seed will be sold, or seed produced under such conditions that it is virtually free from seed-born parasites, according to Clayton Roberts Orton, professor of plant pathology at the Pennsylvania State College.



30,000-bu. Elevator at Pomeroy, Ia.



# Illinois Farmers Grain Dealers Ass'n in Peoria

Peoria was host to the 23rd annual convention of the Farmers Grain Dealers Ass'n of Illinois, held in the Armory and in the Jefferson hotel, on Feb. 9, 10 and 11. The first session opened at 2 p. m. on the 9th with Mike Finn of the Peoria Chamber of Commerce telling the delegates why Peoria is a fine city and extending an offer to look after their interests.

**PRES. L. B. OLMSTEAD**, Somonauk: This is not the first time we have met in Peoria, nor is Peoria the only city we have met in, but it has always welcomed us with the warmest and heartiest welcomes we have ever received.

**MAYOR LOUIS MUELLER**: As mayor of the city of Peoria I extend a hearty welcome to you delegates to the Illinois Farmers Grain Dealers Ass'n. I feel at home with you fellows. I got my start in the grain business and am still at it.

I suppose you have come to discuss your problems and learn how to boost the price of corn. Certain conditions surround the present corn crop which are disadvantageous to increased prices. The crop was big and the quality poor. Most of the corn contains 20% or more of moisture and must be dried. After drying little more than chaff is left.

I have attended various meetings that have sought a means for bringing higher prices and disposing of the surplus crop. At some of them very foolish suggestions have been made. At one in particular some one suggested opening all the empty warehouses and filling them with corn. You can imagine what would happen to the corn if that were done.

In November and December we experienced some export demand for corn, but now this has greatly diminished and corn cannot be safely handled unless it is of salable quality and readily forwarded.

Some of the farmers have discovered one way of getting rid of the poor quality corn profitably. They feed it to hogs. I can see no increase in corn prices until this surplus is worked off.

While you are here in Peoria we want you to enjoy yourselves. You are welcome and have the keys to the city.

**RALPH ALLEN**, Delavan: I want to thank the mayor, and thru him the people of Peoria for the warm welcome extended and I must admit that at Peoria we have always been royally treated.

Many of the ideas with which farmers' elevators started many years ago have been radically changed. We used to think loyalty could be forced and stockholders could be compelled to sell their grain to their farmers' elevator. This is changed and farmers' elevators now depend upon themselves and patrons are held by good service.

The mayor has told us of the poor quality of the corn crop and the difficulty of moving it and getting higher prices. We have been in an agricultural depression. Distress always seeks a solution, often grasping at straws.

We have experienced the results of pooling. Then came orderly marketing and buying power. Now we have this surplus. I don't believe legislation, as it is being formulated, will correct the trouble.

Disagreement often comes over methods of obtaining an end, but never over principles. What we need now is more study and complete understanding of the principles of marketing by the masses. Then they will more quickly unite on a plan.

**PRES. OLMSTEAD** made his annual address from which we take the following:

## Pres. Olmstead's Address.

Just as the few companies represented at Springfield some 23 years ago were the base of the movement there started, so today the mem-

ber companies of this ass'n is the rock on which the movement is being built; and, as "a chain is no stronger than its weakest link," so, too, this institution can be no more permanent than the foundation on which it rests—its member elevator companies. It is of first importance that we look well to the stability of such companies—that they are financially sound, managed and conducted along conservative business lines, assuring a fair deal to all with special privileges to none, ever retaining the confidence of all with whom we come in contact.

Your elevator company must be sound financially, at all times ready not only to take care of its usual obligations, but with reserve capital sufficient to meet such contingencies as large deliveries, sudden lowering of prices, car shortages and other contingencies. It is highly desirable that your company be so financed that your manager can devote his attention to the more important business details, without undue concern as to the condition of your bank balances.

Many companies were first organized with very insufficient capital, and others, thru various adversities, have seen their capital, originally sufficient, so depleted that they are now traveling very close to certain defeat; and while one can but admire the courage with which the manager and officers of these companies attempt to successfully overcome this difficulty and establish their business on a safe basis, yet for the security of the individual companies and the good of the movement in general, those in control of all such companies should take some decisive action to increase the capital and put the companies on a firm footing.

**Hedging**: Right in line with this subject is the oft-recurring proposition of dealing in futures, usually spoken of, when used in connection with country grain companies, as "hedging." If you have carefully watched your business, conducted it in accordance with sound principles, eliminated storing and contracts for future delivery, and kept a watchful eye on the movement of your grains, there is little excuse for such dealings; and I should like to see written on the records of every farmers' company in this state, whether a member of this organization or not, a rule absolutely prohibiting such transactions, and to know that such rule will at all times be strictly enforced.

I am in favor of frequent and thorough audits, by competent and careful men; but I would have each member of boards of directors so familiar with the business of their company that when an audit has been made he will know whether or not the report reflects the true condition of his company.

An enterprise of far reaching importance is completion of a terminal marketing plan, resulting in the organization of a company, owned and controlled by farmer elevator companies of Illinois and other states, for the purpose of finally handling the farmers' products in terminal markets. The organization, while but in its infancy and not yet functioning, is the result of many years of thought given the subject by members of this ass'n. It is modeled along the lines of our elevator companies, and if the members of such elevator companies will bring to its management that careful, conservative thought that has made their companies what they are today, it is bound to succeed; but to make it of real service, we must unitedly support it.

**SECY FARLOW**, Bloomington, read his annual report from which we take the following:

## Sec'y Farlow's Report.

The past year has been one of the most active years in the history of the organization. Due to the fact that the field is now quite well occupied by farmers elevators, there is not the necessity for organization work that there was a few years ago.

The ass'n's Auditing Department has rapidly developed to a position of prominence. About 60 companies are now using it. Our audits are thorough, and the reports are prepared in a form that enables the directors to get a clear conception of the true financial standing of the business they are directing. This work has been done at a decided saving and at the same time the department has been self-supporting. With the co-operation of our member companies it can be made an important factor in strengthening the financial standing of local companies and developing the best business practices.

**Scale Inspection**: A special com'tee appointed to investigate and make arrangements for improving scale inspection service recommended establishment of a scale inspection department, and on March 1st we will place in the field a service truck to inspect and repair scales for our members. The truck has been constructed by and will remain the property of Fairbanks, Morse & Co. It will be in charge of a scale

expert who will not only be prepared to make the test but will also carry equipment for making necessary repairs. The cost of inspection will be \$5, which price will cover the inspection fee and all traveling expenses, providing the test is made on a regular inspection trip. The truck will be lettered "Scale Inspection—Official for Farmers' Grain Dealers Ass'n of Illinois." The cards and seals will bear the name of "Farmers' Grain Dealers Ass'n, Inspection Department."

**Midwest Regional Advisory Board**: No doubt all of you have recognized the decided improvement in car service during the past two years. When the Mid-West Shippers Advisory Board was organized in the spring of 1924 your ass'n officers recognized in that movement an opportunity to render a service to the farmers elevators in this territory. We have actively participated in the work ever since and the results have been very gratifying. Your Sec'y is Chairman of the Grain Com'tee and has endeavored to co-operate with the carriers to the fullest extent in the interest of better car service. Recognizing the excellent service this Board has rendered, we urge all our members to co-operate in every way possible, giving all the information required to enable the carriers properly to distribute their equipment in anticipation of periodical grain movements.

**National Farmers Grain Co.**: In keeping with the resolution adopted at the 1925 convention, your ass'n officers have given all possible encouragement to the development of a terminal marketing company and central sales agency. The prospects for the early establishment of a successful terminal marketing company are brighter than they have ever been before. On May 5, 1925, the charter was granted to the National Farmers Elevator Grain Co., Co-operative. This was incorporated as a co-operative ass'n under the laws of the state of Illinois. Its authorized capital stock is \$250,000. Ninety-two (92) farmers elevators in Illinois and Iowa are the charter members. As soon as the company was incorporated an application was made for membership on the Chicago Board of Trade. Membership was denied on account of certain technicalities in the plan of organization. In order to overcome these difficulties a subsidiary company was organized, known as the Rural Grain Co., which is owned and controlled by the National Farmers Elevator Grain Co., Co-operative. On Sept. 1 the Rural Grain Co. was admitted to membership on the Chicago Board. This opens the way for successful co-operative marketing in Chicago and other terminal markets in this territory.

We believe that this body should feel free to petition Congress to give the farmers of the surplus grain producing section of the country whatever aid that can be given in the way of legislation. But we believe it is our first duty to do what we are within our power to improve our condition by completing the development of your co-operative marketing organizations.

**Freight Rates**: Early last year the carriers of this country petitioned the Interstate Commerce Commission for permission to increase freight rates in what is known as the Western Territory. While only about one-third of the State of Illinois is included, the case is one which will in time affect all our farmers, since the evidence presented will have considerable bearing on the future trend of transportation costs. Thru the Farmers National Grain Dealers Ass'n we have had a part in presenting evidence in opposition to any rate increase. Our ass'n attorney, A. D. Stevens, examined the witnesses in the presentation of the grain case. Our National Sec'y, J. W. Shorthill, was one of the principal witnesses.

**Store No Grain**: I do not pretend to be in a position to give business advice that will apply at all stations, since it is evident business practices govern to a certain extent by local conditions. However, there are some practices that are generally bad and should be discouraged. The most important of these is the practice of storing grain. One of our auditors, who has had a chance to observe the results of this practice, made this remark: "If these farmers elevators don't quit storing grain there soon won't be any farmers elevators." Only two offices have been reported to the office during the year and both of these can be traced to storing and the so-called hedges incident thereto. This supports our position that country elevators should be used for merchandising grain and not for public warehouses.

Other reports were made of the Farmers Elevator Co-operative Supply Co., by Paul Thielen, sec'y; the Auditing Department, by Harry Hieser; the treas'r, by W. H. Hindahl.

Following the appointment of com'tees on nominations and resolutions the session adjourned until 6:30 p. m.

## Banquet.

The annual banquet was held in the Block & Kuhl restaurant. An excellent dinner was served.

Music was furnished by a 4-piece orchestra and the delegates under the singing leadership of J. H. Checkley.



TOASTMASTER CARL VROOMAN introduced the Hon. David Kinley, pres. of the University of Illinois, in a burst of oratory.

HON. MR. KINLEY told a number of very enjoyable stories and explained that he was once told of two ways of immediately gaining the attention of farmers. The first was to tell them they are being robbed by someone; the second, of some method whereby they could rob someone else. The advantages of the university to the state were touched upon. He dwelt, however, upon the fact that a country is most prosperous when industrialists and farmers and other classes are in the proper proportions and well balanced. The government cannot handle a business as well as private enterprise, which has something at stake. Every great reform has its price and this should be considered before reform is attempted.

### Managers' Club Meeting.

The Managers' Club took charge of the Wednesday morning session, beginning in the Gold Room of the Jefferson Hotel.

### Danger of Extending Credit and Storing.

SENATOR R. R. MEENTS: When farmers' elevators started it was as a necessity. Old line companies were taking advantage of the farmers. But when the movement got started it didn't stop and many elevators were started in places where they were unnecessary. Under such circumstances many failures were bound to result. Particularly where the starting factor was simply a prejudice or a soon forgotten jealousy.

Farmers' elevators in Illinois are becoming settled on a firmer foundation and are striving to conduct their business in a more business-like fashion.

Loss must always result when credit is loosely indulged. When bills grow old and mount high a man grows less and less inclined to pay. Too much credit results in many bad accounts and bankruptcy follows.

The banking business belongs to the banks, which get paid for extending credit and are fully cognizant of the ability of a patron to pay when his notes and bills fall due. It has never been the practice of farmers' elevators to require the payment of interest on bills over due. Then they must necessarily lose, for they must pay interest on what they borrow from the bank.

One of the popular short-cuts to bankruptcy is the storing of grain. The rules of the farmers' organization prohibit speculation, even in the form of hedges. When farmers overload the elevator with stored grain so that the manager must ship out at the market price, then come in at a higher price and sell, the elevator must take the loss.

When farmers are given credit at the elevators they frequently will borrow at all of the elevators in town and the bank too, without telling the managers of their borrowing deals with the others. Hence they soon get in beyond their depth. It is a duty to your community to discourage such practice.

Farming, industry and transportation are essential to prosperity. Industry and transportation at least now seem prosperous. The third element is worrying about the price of corn. So far no suitable means have been devised of increasing it. Perhaps the best method would be to develop a larger market.

### Legislation.

JOHN F. GUSTAFSON, Windom, Minn., pres. of the Farmers Nat'l Elevator Ass'n: When I hear so much about relief legislation, I grow a little afraid. We have had so much legislation that relieved us—of money. With the tendency of Congress to continue its relief I think we should have a man in Washington who will look after our interests and work to counteract the harmful legislation Congress is forever proposing.

Past experience has taught me to what foolish lengths some legislative bodies will go. Not

so very long ago the Minnesota body issued an order that all grain bins in elevators must be equipped with covers and ventilators to protect the health of those working in the plants. A senseless and silly order, but it was not rescinded until we had threatened to bring the strength of the National Ass'n to bear.

It is very necessary that we get and examine the bills introduced before Congress to see whether they will really help or sting the farmer. It is my frank opinion that our only real salvation lies in working out our own problems.

### Sound Thinking.

J. W. SHORTHILL, Omaha, Sec'y Farmers National Grain Dealers Ass'n: Pep has been described as the necessary ingredient in the personage or organization that would get somewhere. But there are other ingredients in pep. The factor is based on sound knowledge and knowledge in turn is based on sound thinking.

This idea of something for nothing is a joke. And a big one. Everything has its price.

Lots of talk has been made about stabilization. The country needs stabilization. But first it needs stabilized thinking.

Congress may pass more laws than printers can print, but the country's longed for stabilization will never come until we have stabilized thinking on the part of the masses.

Business success is sometimes accidental. Oftener and in the long run it is dependent on safe and sane stabilized thinking on the part of those to whom is entrusted its welfare. That means that storing and speculation must be cut out and a volume of business developed that will make a profit on the small margins used.

### Wednesday Afternoon Session.

C. H. BUNNELL, reporting on the American Institute of Co-operation, declared that standardization is beneficial to the co-operative movement, and that one of the biggest jobs of the directors of a farmer's elevator is carefully to select a meritable manager who will carry out the policies of the organization successfully. A low salary is not ordinarily an indication of a good manager.

A. V. SWARTHOUT, Washington, D. C., U. S. Department of Agriculture: Wise management is the most important factor in the success of any enterprise, co-operative or otherwise. Failure results from poor management except in a few isolated, purely accidental cases. If a farmers' elevator is to be successful it must market the farmer's product on an economic and sound business basis.

Three problems stand today before the management of farmers' elevators. Better directing and an honest accepting of the responsibilities of directorship are needed. It is the duty of the directors to formulate the business policies and select a good manager, forgetting friendship of the board and low salary, factors which enter into the selection all too frequently. Then they should permit the manager to run the business—no self-respecting manager would permit individual members of the board to interfere with his carrying out the formulated policies—and judge of the results. A simple, accurate accounting system should be required and an annual audit to give facts showing the speed and direction of the companies' progress.

Regular market analysis should be made and studied. The facts it gives will greatly aid in charting future courses and leading the way to developed markets and success.

There is no way of consistently procuring a high price for a poor product. Only quality merits premiums.

### Wednesday Evening Session.

This session began at 7:30 p. m. and was devoted entirely to a discussion of terminal marketing and development of the National Farmers Elevator Grain Co., Co-operative, which has the Rural Grain Co., with member-

ship on the Chicago Board of Trade, as a subsidiary. While ownership rests in the co-operative ass'n of Iowa and Illinois, the corporation is separate and is incorporated under the Illinois laws.

CHESTER C. DAVIS, a director of the grain marketing department of the Illinois Agricultural Ass'n, started the discussion by declaring the farmers' elevators are in need of a revival of interest, and that no industry can be successful until it either controls its production, or its market, or both. He described, some length, the National Farmers Elevator Grain Co., Co-operative, and the subsidiary the Rural Grain Co., explaining membership had been obtained and that the company was now lying dormant awaiting only sufficient capital and volume of trade to start operation.

J. W. SHORTHILL: I know of a very successful firm of Hebrew attorneys who follow the moral, "It doesn't pay to kid yourself about the truth." In all its cases it has always sought the truth and has been singularly successful.

Some attempts on the part of farmers' elevators have been made to overlook this point, and failure usually followed.

We now have this proposition to enlarge the co-operative scope by entering this terminal marketing project. It has been said that we are not wanted in the terminal markets. That is true. You don't want another elevator in your town.

Any incoming organization needs a certain amount of capital with which to work and with which to protect its activities and those who ship to it. The financial requirements of the central markets are an outstanding benefit to the farmer and shipper. It is highly important that this terminal market proposition be heavily financed before it starts operating.

A tendency is indicated among farmers to seek to monopolize the sale of their grain. This, however, is not advisable. Much better to go in as an influence and steadily grow. The volume of grain moving thru the central markets is steadily decreasing. Efforts should be made to build up this volume. Volume is necessary in the terminals as well as at country points to keep down the handling charges.

Ignorance costs us much more than knowledge. It isn't what a man knows that costs him money, it is what he doesn't know. Some farmers think that a terminal commission company is the only other factor in their grain distribution.

Four factors are involved in the distribution of the farmer's grain, the country elevator, the commission firm, the terminal elevator, which carries the grain until demand arises, and the export organizations. This terminal project does not complete the cycle, it is only another step forward. A condition whereby the farmers' products would move directly from producer to consumer is highly desirable, but it should not be the only method. These other factors are necessary.

Adjourned to Thursday morning.

### Thursday Morning's Session.

The session was called at 10 o'clock. The resolutions committee reported. The following resolutions were unanimously adopted.

### Resolutions.

#### Corn Sugar.

Whereas, scientific tests have proven that corn sugar is as beneficial and healthful as either beet or cane sugar, and,

Whereas, we believe that the farmers' economic distress can be partially alleviated by a greater use and consumption of the product from corn, therefore,

**RESOLVED:** That we recommend more general use and consumption of American corn sugar, instead of the sugar imported from Cuba and other foreign countries.

**RESOLVED:** That we recommend to the State and National Ass'n that they organize a department of advertising for the purpose of



bringing to the attention of the consumers of this and other countries the virtues and many uses of our products.

#### St. Lawrence Waterway.

We recommend the early development of water-ways for transportation and especially the development of the St. Lawrence Deep Water-way.

#### Terminal Co.

We recommend that the achievements already obtained in the terminal marketing by the Farmers Grain Dealers Ass'n of Iowa and Illinois be continued, extended and improved upon as future needs require, and realizing the necessity for financial support, we urge that the local elevators come to the assistance of the said ass'n. In this connection we hope to shorten the distance between the producers and the consumer, and add price earnings to the producer without additional cost to the consumer.

#### No Interference Desired.

**RESOLVED:** That we, the members of the Farmers Grain Dealers Ass'n of Illinois, by virtue of more than twenty years experience in dealing with marketing problems, do hereby urge all our members to work collectively for the improvement and upbuilding of our farmers elevator problems without interference from outside farm organizations—to be friendly to all organizations engaged in working for the farmer, but to discourage the constant overlapping of the different farmer organizations, which is wasteful and inefficient and contrary to the upbuilding of our economic welfare, that we stay within the confines of our own special field of endeavor and ask other organizations to do likewise, for the good of agriculture as a whole.

The following officers were re-elected: L. B. Olmstead, Somonauk, pres.; C. H. Bonnell, Rosemond, 1st vice-pres.; D. H. Allen, Delavan, 2nd vice-pres.; W. H. Hindahl, San Jose, treas. Directors for the ensuing year are Ralph Allen, Delavan; T. R. Cain, Jacksonville; W. H. Carter, Mazon; Charles Fairfield, Fisher; W. H. Glaser, West Brooklyn; H. J. Greve, Eddenburg; Geo. L. Potter, Graymont.

Adjourned *sine die*.

#### Convention Notes.

J. O. Kiiyla came from Mendota, Ill. O. P. Larimore came from Cleveland, O. Indianapolis sent Bert A. Boyd, Don T. Hart, Chas. H. McEwan and E. K. Shepperd.

J. A. Schmitz represented the Weighing Department of the Chicago Board of Trade.

Seed men present were Waldo M. Erickson, Media, Ill., and Chas. H. Clark, Ligonier, Ind.

A. C. Wilson of the Illinois Department of Agriculture was in charge of an exhibit illustrating the state seed laws.

The directors' meeting, immediately following the convention, decided to hold the next annual convention in Jacksonville, Ill.

Bert Boyd from Indianapolis had another brand new bunch of tricks and held entertainments at various points about the lobby.

Approximately \$1,200 was raised by the delegates to swell the fund for fighting the railroads' proposed 5% rate increase in western territory.

Machinery men attending included F. J. Conrad, representing Munson mill machinery; F. M. Clem, J. M. Deck, H. J. Elander, and V. P. Hartwell; C. N. Ward, Union Iron Works.

Identification badges were supplied by the Grain Dealers National Mutual Fire Insurance Co. Its representatives, V. E. Butler, D. C. Cook and C. B. Sinex were in charge of registration.

Chicago commission houses were represented by H. W. Brush, J. A. Low of E. W. Bailey & Co., W. C. Gustavson, S. C. Ladd and A. R. Trunks, Bartlett Frazier Co.; J. F. Plotnicky of John E. Brennan & Co., and B. F. Traxler, E. D. Risser.

St. Louis representatives were Frank Bubb and Geo. C. Martin, Jr., Martin & Knowlton Grain Co.; Otto Gates; W. L. Johnston; E. C. King, Nanson Commission Co.; Frank M. Ward; Jul. Schuermann, and T. C. Taylor.

Exhibits shown in the hotel were a Munson ball-bearing attrition mill and samples of its work, as well as other elevator machinery and equipment, presided over by F. J. Conrad.

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## Preventing Grain Smut

From an Address by E. C. Stakman, Plant Pathologist of the University of Minnesota, before Tri-State Grain Shippers

**Kinds of Smut.**—There are seven kinds of smut which annually destroy between 50,000,000 and 100,000,000 bus. of small grain in the United States. There are two smuts of wheat: the stinking smut or bunt, and the loose or naked smut; two of barley: the covered smut and the loose or naked smut; two of oats, although they are so similar that they can be considered together for practical purposes; and there is one common smut of rye.

**Losses Caused by Smut.**—The two smuts of wheat often destroy more than 25,000,000 bus. of wheat in a single year. And to this reduction in yield must be added the loss due to reduction of grade. Wheat affected with stinking smut smells like decaying fish, and often is docked from 4 to 20 cents or more per bushel because it must be put through an expensive washing process before it is fit for milling. Stinking smut or bunt of wheat reduced the yield in Minnesota, the Dakotas, and Montana more than 5,000,000 bus. in 1925, and the dockage is likely to exceed \$3,000,000, making a total loss to the farmers of the four states upwards of \$8,000,000.

As much as 65% of the wheat which was brought to some elevators in Minnesota was so foul with smut that it had to be docked, and some of it had to be rejected entirely. In some communities the wheat was so smutty that there were black clouds of stinking smut dust at threshing time, and the foul odor sickened the threshermen. Surely a nation making these days of progressive agriculture! And the tragedy is that a simple method of seed treatment would have prevented it.

The smuts of barley, rye and oats are not so spectacular as the stinking smut of wheat because they are not so malodorous. Therefore they often escape attention. But they also are destructive. Covered smut of barley often kills 15% of the heads in a field, rye smut sometimes kills as many as 45% of the rye plants; and from 5% to 60% of the heads of oats often are ruined by smut.

The smuts of oats annually destroy from 35,000,000 to 75,000,000 bus. of oats in the United States. In 1925, in Minnesota alone, they reduced the yield by 10,000,000 bus. and thus robbed the farmers of the state of \$3,500,000. This loss could have been prevented by seed treatment costing \$150,000. Had all farmers treated their seed oats, they would have realized more than 2300% on their investment. Even if they haven't done it in the past, they easily can do so in the future.

**Causes of Smuts.**—The smuts are all caused by minute mold-like parasitic fungi which multiply and reproduce by means of spores. The smut dust consists of these spores. There are countless millions in a single smutted head. There are about ten million of them in a single kernel of wheat affected by stinking smut. They are so small that they cannot be seen without the aid of a microscope and range in size from about 6/25000 to 2/2500 of an inch in diameter. The spores get on the kernels of grain at threshing time or earlier, remain there over winter, and in the spring when the grain seed germinates the spores germinate also and often produce many more spores which in turn produce fungous threads. These threads get into the very young grain plant, grow up with it, and at heading time again produce spores where the kernels of grain should be. Thus the heads are reduced to a smutted mass. It is clear that a clean crop will result if the grain is treated with something which kills the spores on the seed.

Copper carbonate dust has been so successful as a smut preventive in wheat that it has practically replaced formaldehyde in many wheat-growing regions, and it seems likely that it eventually will replace it entirely.

**Copper Carbonate Dust Treatment for Wheat.**—Every kernel should be uniformly coated with dust. This can be done by adding the dust to the grain at the rate of two ounces per bushel and mixing in a home-made device like a barrel-churn or a special dusting machine. Good machines are on the market at reasonable cost. Farmers sometimes make the mistake of trying to mix the dust with the wheat by hand. They cannot do a good job in this way and are likely to inhale enough of the dust to make them sick. Therefore the hand method of mixing should not be used.

The copper carbonate dust treatment has many advantages. As it is a dry treatment and does not wet the seed, it can be applied at any time before sowing. It eliminates the danger of freezing wet grain, of heating, sprouting, or moulding. It makes unnecessary to seed the soil to make allowance for the swelling caused by liquid treatment, and it enables the farmer to treat his seed whenever he has time. For spring-grown grain, this is a great advantage, as the treatment can be made during the winter when the farmers are not especially busy. It also enables farmers to buy and use dusting machines co-operatively, as the period during which treatment can be made is long.

Most important of all, copper carbonate does not injure the seed, even when used in excess. In fact, it seems to stimulate seed germination and thus has a tendency to increase yields. It therefore is far preferable to formaldehyde for wheat and rye. Formaldehyde does not always decrease yields, by any means, but if seed treated with formaldehyde is allowed to dry before sowing, or if the treated seed is sown in dry soil, seed injury is very likely to result. In some regions, and in some seasons, this seed injury is so severe that re-sowing is necessary. If a farmer does use the formaldehyde treatment for wheat, he should sow the seed while it is still moist, and, if possible, sow it in moist soil. The trouble is that he cannot control soil moisture; therefore he is likely to injure seed even when he uses formaldehyde according to the most approved methods.

This question of the relative merits of copper carbonate dust and formaldehyde should be clearly understood. Some people insist that formaldehyde has been effective in the past and should not be discarded. It is true that it has been effective in the past; it was the best fungicide available. And it still is an effective seed disinfectant—just as effective as copper carbonate, and possibly even slightly more so. But it often causes seed injury under conditions over which farmers have no control. Copper carbonate does not cause injury and prevents smut effectively. The only sensible thing, therefore, is to use copper carbonate. Of course, if a farmer has very smutty seed wheat and cannot conveniently use copper carbonate dust, he would better use formaldehyde than nothing. But he should use copper carbonate if possible.

The cost of the copper carbonate treatment is slightly greater than that of the formaldehyde treatment. However, the light copper carbonate can be bought for about 20 cents a pound, and as 2 ounces are enough to treat a bushel of seed, the cost of the material is only 2½ cents per bushel. The cost per acre, therefore, including labor, is only slightly more than 3 cents. The cost of treating with formaldehyde is usually about 2 cents per acre. The difference in cost, therefore, is practically negligible.

Copper carbonate dust also prevents the smuts of hullless oats and hullless barley. But it will not prevent the smuts of ordinary hulled oats and hulled barley, because the spores often get under the hulls and can be reached only by a liquid fungicide.

**Formaldehyde Treatments for Oats and Barley.**—Formaldehyde is still the best fungicide for oats and barley. It does not injure the seed of oats and barley as it does that of wheat and rye, and is therefore safe to use.

Either the sprinkle or dip methods may be used for treating oats and barley. Mix one pint of formaldehyde with 40 gallons of water and dip the seed in this solution or treat with a smut machine. The solution also can be sprinkled on the seed if this method is more convenient. If the sprinkling method is used, the seed should be spread out in a thin layer. One person should sprinkle the solution onto the seed while another rakes or shovels it over in order to be sure that every kernel becomes wet. In either case, 40 gallons of solution should treat about 50 bushels of seed. After treatment, the seed may be sown at once while still moist, or it may be spread out to dry.

There are two other methods for treating oats. In some parts of the country farmers prefer the following method: Mix one pint of formaldehyde with 10 gallons of water and sprinkle this on about 60 or 70 bushels of seed.

The so-called dry formaldehyde method also is sometimes used for oats. This avoids wetting of the seed and is therefore preferred by many people. One pint of formaldehyde is mixed with a gallon or two of water and sprayed with a compressed air sprayer—not a sprinkler—on 50 bushels of seed. After treatment, the seed is covered with clean sacking or canvas for five hours and then sown immediately or spread out to dry. In this treatment the exact amount of water used does not make much difference. The essential thing is to use one pint of formaldehyde to 50 bushels of seed regardless of the amount of water with which the formaldehyde is mixed.

**Special Treatments Required for the Loose Smuts of Wheat and Barley.**—The naked or loose smuts of wheat and barley cannot be controlled by the treatments recommended above because the smuts live over winter inside of the seed and not on the outside. Therefore, the so-called modified hot water treatment is used to prevent these smuts.

**Smut-free Crops Should be Grown.**—It is a melancholy reflection that smut losses amount to millions of dollars each year in spite of the fact that these losses easily can be prevented. A tremendous amount of educational and publicity work on smut prevention has been done

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# Meeting of Farmers Elevator Managers at Indianapolis

The 11th annual convention of the Farmers Grain Dealers Ass'n of Indiana was called to order by Pres. M. P. Hill in the Palm Room of the Claypool hotel at 10:30 a. m., on Feb. 16. A two days' meeting was held.

CLAUDE M. RECORD, Medaryville, made several announcements, asking the delegates to fall in line immediately after the morning session for a visit to the trading floor of the Indianapolis Board of Trade.

PRES. M. P. HILL, Francesville, gave the following report:

## Pres. Hill's Address.

We are the oldest farmers' organization in the state. Perhaps we have moved slowly, but we have moved surely; at no time has radicalism been charged to our organization, nor have we at any time been led away by the various movements pushed by selfish interests. We have a financial rating that is recognized everywhere.

The farmer elevator failures in the grain belt are very few. I asked a well posted man from South Dakota, where any wild idea is supposed to be turned loose, the comparison between elevator failures and bank failures. His answer was, "About one elevator to five banks." And yet banks are supposed to be the last word in security.

A prominent educator in this state, when my own county was mentioned, said: "Let's see, that is the land of ox teams and chain harness, is it not?" Yet that one small county has 5 co-op. elevators, with over 1,000 stockholders. Yet when a com'te was appointed to go to Des Moines a few weeks ago to try to work out plans for the better marketing of grain, our organization was not recognized. To my knowledge none of the com'te appointed has had very much practical experience in the marketing of grain; in fact, one of the most experienced, broadest-minded appointees has informed me that he bought grain and was not a seller.

Sec'y Jardine said on Jan. 21, at Champaign, Ill.: "Your co-operative elevators are among our best examples of successful co-operation; it is my opinion that you have the foundation on which to build a thoroly effective marketing organization."

I believe it useless to look for any "cure-all" for agricultural ills from our politicians and law makers now in session.

As your pres. I have attended some meetings of the Mid-West Regional Advisory Board, have the honor to be vice-chairman of the grain com'te, and our organization has done more to fill and satisfy car requirements in the middle-west than all others put together.

I trust you will enjoy and profit by what I think is the best convention program we have ever had, and want to thank you for the interest you have shown by being present.

BERT A. BOYD: I want to say to all of you delegates that you are welcome. It is our pleasure to greet you and entertain you and we are going to try to make your stay pleasant. We shall be pleased to have you come over to the trading floor and see how your grain is handled when you send it to the Indianapolis market.

A very excellent dinner and entertainment has been planned for you tonight in the Chateau room on the main floor of this hotel. We've engaged 7 snappy young ladies who will sing and dance and make all kinds of music for you and we are going to have the quartet that won the Keith's State contest. The banquet is called for 6 p. m.

Again I wish to tell you we are glad you are here and we hope you will enjoy your visit.

Adjourned until 1:30 p. m. Meanwhile the delegates paid a visit to the Exchange floor and the commission firms' offices, where they were welcomed and treated with apples and cider, cigars and cigarettes, and various souvenirs.

## Tuesday Afternoon Session.

SECY E. G. McCOLLUM read his annual report, from which we take the following:

### Secretary's Report.

We have spent considerable time in trying to show the advantages of group buying to the farmers' elevators. It requires time and patience to get the farmers to support their own elevator and it has required much patience to

get elevators to purchase their supplies thru the state ass'n office collectively, thus eliminating the sales effort otherwise required from the supply men.

The farmer elevators are commercial institutions and their life or death depends on their commercial success. You may pray for loyalty, time and special favors, but if they are a commercial failure, their six feet of sod will soon be occupied. Furthermore, if the local organizations are commercial, then the state organization must give time and attention to their commercial difficulties. The state ass'n must be an asset to the locals or it has no right to exist.

**Manager's Bond:** Seven or 8 years ago the bonding companies were asking elevator companies \$15 per \$1,000, or \$75 on a \$5,000 bond on the manager. By grouping our business with other states and removing the need of a solicitor and using one policy for all our members, we cut the price from \$75 to \$35. We have an arrangement quite similar for workmen's compensation insurance.

**Buying Fertilizer:** About 3 years ago we made a move to buy fertilizer co-operatively and last year we got a reliable fertilizer company to take off its salesman. None of our managers felt any need of a salesman to assist them in selecting their fertilizer.

The plan met with much favor among private dealers, so this company took off all its field salesmen and gave this saving to both private dealers and co-operative elevators.

This goal being reached we felt it incumbent upon us to produce sufficient volume to show our connection that our managers appreciated this saving. The 25 or 30 elevators that have taken advantage of this method were enabled to save 5% on their fertilizer.

**Buying Coal:** We are now following the same scheme in collective buying of coal and have a contract with the Wakenva Fuel Co. and about 50 of our managers are taking advantage of it. W. S. Denham, the general manager, is a firm believer in co-operative buying.

I will admit, however, that any corporation in the past which made a connection with a co-operative group took a dangerous step, and it is still true that a manufacturer or corporation should give a group of co-operatives plenty of time to sow their wild oats, before making a permanent arrangement with them.

The 3 most important factors in building a profitable business are quality, service and price. Your farmers will remember quality and service long after they have forgotten the price of their grain.

When your manager is not the equal of your commercial competitors, your elevator has a serious handicap. I find our ablest managers the ones who are doing most to make our co-operative procedures a success.

The corner stone of commercial dealing is friendship and confidence. Until these 2 factors are in evidence, commercial transactions are few.

Harry J. Berry, Indianapolis, addressed the managers on the Terminal Markets. His address appears elsewhere in this number.

Following Mr. Berry's address, he was asked how does overloading work to the disadvantage of the shipper when he bills his cars to market?

Answer: When a car is loaded too high, the inspector at the market cannot make a fair and honest inspection as he cannot crawl around in the car to take the required five probes. Then he takes what is termed a surface inspection, which is always subject to re-inspection.

W. S. DENHAM, gen'l manager Wakenva Fuel Co.: Upon the first organization of the Wakenva Fuel Co., your sec'y, Mr. McCollum and a number of your directors, paid a visit to the mines of the company, which is now a \$10,000,000 concern, owning most of its mines the leasing a few.

Since the Indiana ass'n is ordering coal for its members from us and permitting us to mine and ship without the worries attendant on road men, the Illinois and Ohio organizations are also falling in line and we are receiving orders from them. We have organized a department in our company which handles all the business for your ass'n and those of Ohio and Illinois, and have placed it in charge of C. W. McCollum.

This has enabled us to cut out a great waste in the coal business—sales expense, and we

are able to give you much better prices than we would if we had to use salesmen to get you trade.

We have connections with an eastern operator that permits us to handle a few cars of an thracite for the accommodation of our customers. The strike is over, but the anthracite operators are far behind their orders and it is unlikely that we can expect any coal from them this far west, before Apr. 1.

Adjourned until 6 p. m.

## Banquet.

An excellent banquet was served in the Chateau room of the hotel. Entertainment consisting of a soloist, a girl's orchestra, a banjo team, a Charleston dance demonstrator, and various numbers by the Popular Four quartet and smokes were furnished by the Indianapolis Board of Trade.

For the mental part of the program, J. W. Shorthill, sec'y of the National Farmers Grain Dealers Ass'n, gave an address, from which we take the following:

## A Plea for Stabilization.

It is not quite 110 years ago that Indiana became the 19th state in the Union. Since then she has grown industrially, educationally and in other ways. Growth has been rapid, not only in Indiana, but also in other states. It is hardly a wonder that we have a top-heavy structure. We have a highly developed industry, transportation and distributing system.

We are inclined to talk a great deal these days of stabilization of everything, but the most important kind of stabilization, stabilize thought. What we need now is stabilized thinking.

The greatest fallacy in the world is that we can get something for nothing. It has been true since the world began and people of the modern age still follow the will-o-the-wisp everywhere and in everything.

A lot of good American citizens seem still to think that they can get good government by simply going to the polls every now and then and casting their votes.

This idea of something for nothing is not confined to the farmers. Just take for example Florida.

It is an established fact that anything which lasts for a quarter of a century must have a sound financial basis. All too often the farmers want to start without sufficient capital. And if they do start soundly, when a profit is shown, they hurry to claim a division instead of first building up a good reserve for times of stress, and the faith of their patrons.

A big problem among farmers' elevators has been that of patronage and loyalty and membership. We used to try to compel loyalty by a clause in the by-laws, but this proved entirely unpopular and while it is still in the rules of many companies it is no longer used. Now our elevators are depending on good, honest service for patronage.

The third factor that a farmers' elevator member must put into his institution before it can be permanent, is himself. His money and his patronage are important, but it is also very important that he puts into it something of himself in looking after its interests and working to its benefit.

When you have your organization started the point arises as to what you are going to do with it. One of the first things to understand is that if you are going to do business with people you have got to do business with them the way they want to and not as you would like to have them. Three things are necessary to the prosperity of a business, Service, Quality and Price.

**Orderly Marketing:** We hear much now days of orderly marketing, that idea of selling one-twelfth of the grain in this country each month. I am not in favor of it. Often it would be beneficial if they sold early in the season. It would certainly be disastrous if they held our wheat until Canada was ready to dump and then both dump together.

**A False Hope:** The co-operative concern the holds out to the farmer the idea that it will get him closer to the average price is holding out a false hope. The report of the U. S. Department of Agriculture reports show the average farmer received from eight-tenths of a cent a bu. to 3½ cents under the average market price. Yet some organizations would hold out the false hope that this narrow margin would cover all of 7 items of expense including interest, storage, insurance, and shrinkage.

**Future trading and speculation** are not to be found fault with in their proper place. But it is no more advisable to trust your grain to a manager who speculates than to trust your



money to a bank in which the cashier speculates.

Another fault of the co-operative concerns is the idea that they should be conducted without profit. Yet we must face the fact that no co-operative organization has ever been successful unless it did make a profit.

This is the time when the farmer should do some stabilized thinking along some of our problems. One of the things our tariffs can do is to keep out of this country the things of which we already have a surplus. Let us do some stabilized thinking.

## Wednesday Morning Session.

O. A. PULLEY: The attitude of managers and co-operative elevators is changing. We used to lambast the members of co-operative institutions about loyalty. Now we are entering the business world in a more business-like way. We are giving the farmers what they demand—service.

PRES. HILL: One of the things we must always keep in mind is loyalty. I know we sometimes talk loyalty almost too much, but as "constant dripping of water wears away a stone," so we should keep the subject of loyalty before our stockholders. However, let us not forget to give our patrons service.

SECY McCOLLUM: In my early days of school teaching I found that if I could get the friendship of the meanest boy in school my problem of management and control was solved and my students came to be more studious. It is the same with this organization, from the officers thru to the directors. And when managers have the friendship of their patrons, they usually have their business.

The managers are the most important factor in this ass'n. They steer our business ship thru the stormy waters and bring us to port.

Their ass'n and friendship between themselves is the thing that carries along the whole and leads to the success of our organization.

MR. MOONEY: Our elevators in general are in such a financial condition that they could well go to the outside in getting some ideas for keeping books and in keeping up their finances. Managers should not fail to realize the importance of the auditor's report in locating the weak spots and the financial difficulties and in correcting them.

CLAUDE RECORD, Medaryville: The importance of the manager was brought strongly to my attention early in my experience with farmers' elevators when we hired a man to manage our elevator who was incapable of holding the job. In two short months he had us in debt and was rapidly losing the confidence of his patrons and his trade connections.

It is up to the manager to operate the business, establish his credit with trade connections, and lead the co-operative enterprise to a sound financial basis. He must be a credit man and pass on his patrons. We managers are dealing with a class of people, any number of whom are in a bankrupt condition, and we must use judgment. Sometimes we can give them a little lift, but for the most part it is advisable not to do so. Keep the dead-beats off the books. If a man comes from another territory and asks for credit, it is well to look out. Chances are he has exhausted his credit in his own territory.

VIRGIL COWAN, Raber: I have talked to quite a number of you and believe we have a number of our problems solved. But there are plenty of them left. One is that of meeting the competition of other farm organizations which pretend that they are helping us, but in reality take business away. In our early days our directors insisted on our co-operating with these organizations. But we have learned to treat them as competition and to buy and sell on a sound basis.

FRED ROBERTS, Monticello: Stockholders have often thought they should be treated a little better than anyone else. But they are coming to realize that they cannot take their grain to our competitors when they are not treated better and yet hope to collect dividends. They are always the first to call for dividends.

LAWRENCE PENWOOD, Matthews: The attitude of the farmer is diversified. I changed my mind considerably about running an elevator after I'd been running one for a little while. If everyone could have a little experience they would learn that cold business principles must be applied to a business if it is to be a success.

We have learned well that our patrons want service. Some time ago we bought a truck which has enabled us to give service. And we have found it pays.

MR. PULLEY: It might be well at this time to form a constructive policy on which to base our managerial activities thru the coming year. I am calling for volunteer suggestions.

FRANK GLASPIE, Oxford: Isn't a lot of lost and bad accounts the result of transient trade, people who move into a community and then move out?

MR. PULLEY: That is true in our territory.

A discussion of the cash and collect basis resulted in the decision that a method whereby cash customers are permitted a discount is the best method by which the problem can best be met.

Adjourned until 1 p. m.

## Wednesday Afternoon Session.

An executive session was held with Pres. Hill presiding. The report of the auditor was read and accepted, as was also the treasurer's report.

The nominating com'te reported the following officers and directors for the ensuing year, all of whom were unanimously elected.

M. P. Hill, Francesville, pres.; Mathew Maroney, Lucerne, 1st vice-pres.; Samuel Foster, Otterbein, 2nd vice-pres.

Directors: H. O. Rice, Huntington; C. M. Record, Medaryville; C. A. Busenbark, Crawfordville; O. A. Pulley, Warren; James Mauck, Honey Creek; Wm. Stephenson, Yorktown; J. R. Nelson, Wolcott; W. F. Hagen, Chalmers.

The following resolutions were read and adopted:

## Resolutions.

### Waterways.

We favor the extension and improvement of our waterways from the Great Lakes to the Gulf and via the St. Lawrence River, and urge our Senators and Representatives in the United States Congress to use their every influence to bring about this much delayed relief from unnecessarily high transportation rates.

The Grain Farmer Must Rescue Himself. We urge the educational institutions of the corn belt to give greater attention to the value of corn as a food, and favor the legalization and increased use of corn sugar and all cereal foods prepared from American farm products. We believe that the farmers are entitled to a just return for their labor and

Whereas we believe that such is not the case at the present time, we recommend and ask our Representatives in Congress to direct their efforts toward a plan of relief that will equalize the purchasing power of the farmer's dollar with that of industry and labor.

We further believe that the deplorable condition of the grain farmer is due more to a readjustment of economic conditions attendant upon the deflation which necessarily followed the period of inflation during and just after the war, and to a change in economic conditions brought about by the widespread use of the automobile and tractor rather than the horse to supply the farmers means of transportation and power, than to causes within the province of

legislation, and that the grain farmer must at least in a large measure rescue himself through more intelligent selective and economic production and scientific marketing.

### Buying Collectively.

We call attention to the degree of success attendant upon the State office's efforts in the purchase of the various commodities, especially of coal and fertilizer, and believe that if each farmer elevator in our Ass'n will give as much of his business as is consistent with his best interest to our state office this next year, that the car dues now charged can be eliminated after the year 1927.

Considerable discussion arose about the next convention point. It was finally decided to go to Indianapolis.

Adjourned sine die.

## Convention Notes.

O. P. Larimore came from Cleveland. Phil Kibler represented Chicago. G. T. Welsh, Adrian, Mich., represented a fence company.

Bert A. Boyd had another bag of tricks and passed around various souvenirs. Pencils were distributed by the Lew Hill Grain Co., and the Steinhart Grain Co.

I. W. McConnell, representing the McConnell Grain Corp., came from Buffalo.

Wholesale field seed representatives present were C. H. Clark, Fred H. Weeks, David J. Bunnell, Freddy Camper and Guy F. Davis.

Identification badges were supplied and the registration was handled by the Grain Dealers National Mutual Fire Insurance Co. The representatives present were C. B. Sinex, Miss Louise Rice, R. D. MacDaniels, and R. L. Galbreath.

Among the Indiana managers of co-operative elevators present were: R. M. Cable, Lowell; Ray Cochran, Lucerne; Virgil Cowan, Raber; H. C. Clark, Malden; C. F. Hall, Chase; Floyd Jones, Boswell; Clem Levensdoski, Pinola; J. R. Nelson, Wolcott; O. A. Pulley, Warren; Walter Penrod, Matthews; C. M. Record, Medaryville; W. C. Shoemaker, Carlos City; W. R. White, Sheridan.

## Addition to Commander Elevator at Minneapolis, Minn.

The new owners of the elevator on the M. & St. L. Railroad at St. Louis Park, a suburb of Minneapolis, Minn., soon after taking possession let the contract to the Barnett & Record Co. for the construction of 557,000 bus. additional storage, so that the plant now is much larger than the original house operated by the Pacific Elevator Co.

The house, formerly the Exchange Elevator, had 75 bins in the working house and 16 tanks, and was well adapted to mixing grain for millers. The house was purchased of the H. Poehler Co. by B. B. Sheffield and W. D. Gregory, who in turn sold to the present owners, the Commander Milling Co., one of the leading flour milling companies of the Northwest, in September, 1925. Excavation for the addition was begun Sept. 12 and the first grain was received Nov. 30, elapsed time only 79 days, altho the Barnett & Record Co. was also occupied in the fall of 1925 with constructing at Minneapolis two other elevators of 500,000 and 800,000 bus. capacity.

The addition to what is now known as the Commander Elevator comprises 15 round bins each of 32,600 bus. and 8 interstice bins of 8,600 bus. capacity each, and makes the total capacity now 1,807,000 bus. The new bins are 91 ft. high and cover a ground area of 75x126 ft. Grain is received into the tanks over two belt conveyors above and two below, 1,026 lineal feet of 30-inch belt being used.



Commander Elevator at Minneapolis, Minn., as Enlarged to 1,807,000 bus. Capacity.



# Seeds

**Davenport, Ia.**—A new seed store has been opened here by M. R. Gardner.

**New York, N. Y.**—The Scandinavian Seed Co. & R. Wilbott, Ltd., have changed their quarters here.

**Olney, Ill.**—Schultz Seed Co. has made arrangements to use station WIB-M in broadcasting seed talks.

**Hannaford, N. D.**—A wholesale seed business will be operated in the A. Anderson building by F. R. Cruden.

**Tacoma, Wash.**—Tacoma received 36 carloads of clover and timothy seed in January compared with 57 a year ago.

**Portage, Wis.**—We just installed a new seed scarifier and cleaner in our seed plant.—L. W. Hettinger, T. H. Cochrane Co.

**The National Grange** has joined in the demand on Congress that a law be enacted to compel staining of imported clover seed.

**Arling, Ida.**—Additional warehouse space is being constructed and more cleaning equipment installed in the plant of the Long Valley Seed Co.

**Heyworth, Ill.**—Purkey Seed Co. has been incorporated by Ralph K. Munroe, Al. H. Eelze and Chas. A. Purkey with capitalization at \$6,000.

**Philadelphia, Pa.**—Fred J. Michell, Jr., has been appointed general manager of the Henry F. Mitchell Co., to fill the place left vacant by the death of Paul F. Richter.

**Pennsylvania** farmers lose between \$3,000,000 and \$4,000,000 yearly in marketing wheat, because of improper seed selection.—Buro, of Markets, Pennsylvania Department of Agriculture.

**Moorhead, Minn.**—In the past we have used the formaldehyde treatment for wheat smut, but this year we expect to change to the copper carbonate method.—F. O. Olsen, sec'y, N. J. Olsen Co.

**Bloomington, Ill.**—The capital stock of Funk Bros. Seed Co. has been increased from \$75,000 to \$200,000 because of an increase in business due to opening of the soy bean factory a year ago.

**Kansas City, Mo.**—Thomas Tobin, operating here for many years as the Missouri Seed Co., and later at the Tobin Seed Co., died recently at the age of 65. He has not been active for the past 3 years.

**Buffalo, N. Y.**—A gallery will be erected by the Archer-Daniels-Midland Co., linseed crushers, which has a flaxseed elevator at the junction of Buffalo river and Hamburg turnpike. The estimated cost is \$4,000.

**Evansville, Ind.**—Seed dealers in southern

Indiana towns are receiving huge stocks of seed of various kind and are looking for a live spring and early summer business. Indications point to a larger trade than that of last year.—C.

**Hagerman, N. M.**—Henry A. Hanna, owner and manager of the Pecos Valley Seed Co., is liquidating the company and retiring from the alfalfa seed shipping business. He will go to Dallas, Tex., to engage in the tea business.

**Moose Jaw, Sask.**—The Saskatchewan Registered Seed Growers Ass'n shipped 2,000 bus. of registered Marquis wheat to Buenos Aires recently. This is believed to be the largest shipment of pedigree Marquis to ever move between North and South America.

**Evansville, Ind.**—Reports from many towns in southern Indiana say that it is a hard matter to find good clover seed now and dealers look for quite a shortage before another month. Sweet clover seed is selling at about \$6.50 a bu., while red clover seed brings about \$20.—C.

**Rockford, Ill.**—H. W. Buckbee Rockford Seed Farms Forest City Greenhouses filed trade mark Ser. No. 208,742 particularly descriptive of seeds, bulbs, and plants. The mark is a bee with its wings spread above and over which appears the words "Buckbee's Full of Life Seeds."

**Lyman, Nebr.**—E. S. Young, grain dealer here, announces he has a carload of choice spring wheat seed on its way from Glasgow, Mont., to be distributed in this territory. Experience tells him that it pays to keep up the quality of the seed grain and the carload he will receive is certified seed from one farmer's raising.

**Oklahoma City, Okla.**—Fire damaged the plant of the Southwest Cotton Oil Co. to the estimated extent of \$300,000 recently. One building and 3,000 tons of cotton seed were a total loss. The cause of the blaze is given as defective electric wiring. Building and contents were covered by insurance and rebuilding will commence at an early date.

**Spokane, Wash.**—A new company has been organized and capitalized with \$200,000 capital stock, and has purchased the Spokane Seed Co. from the Portland interests, to be operated under the old name. The officers of the new concern are M. B. Hopkins, pres.; C. C. Whealey, vice-pres.; K. H. Hopkins, sec'y-treas. M. B. Hopkins will retain the management.

**Salt Lake City, Utah.**—A seed demonstration train is touring this state thru the co-operation of the Union Pacific Railroad, the agricultural com'te of the Salt Lake City Chamber of Commerce, the State Agricultural College and the State Board of Agriculture. It is composed of 8 coaches, 2 of which are used for lecture purposes, and the Utah Seed Exhibit and prize winning samples are carried.

**Scobey, Mont.**—A new species of wheat termed Montana King has been developed by Frank De Wilde. Samples displayed at Great Falls, Mont., showed heads to be about 5 inches long, with 8 rows of kernels to the head. Laboratory tests indicate 17% protein content. Mr. De Wilde says the straw is 12 to 15 inches longer than Marquis and is strong and rust-resisting. Maturity is reached in 103 days.

**Metamora, O.**—We have talked choice heavy oats to our farmers for years and in many cases had to guarantee the farmer a good yield to induce him to plant them. But our efforts have been rewarded. Many farmers of this locality harvested from 90 to 95 bus. to the acre at the last harvest, and their oats tested as high as 40 to 42 lbs., with reoleaning.—S. L. Rice, gen'l mgr., Metamora Elevator Co.

**Montgomery, Ala.**—The Harvey Seed Co., formerly operated by A. R. Harvey, has been declared bankrupt and M. Hugh Stuart appointed as receiver. A public sale of the \$5,295

worth of stock and fixtures was held on Feb. 11.

**Aroma Park, Ill.**—Walter H. Lowe's seed house was recently destroyed by fire, with an estimated loss of \$10,000, partially covered by insurance. Over 800 bus. of seed corn in the drier, valued at \$4,000, was a total loss.

**Montreal, Que.**—Archibald Ferguson, widely known seedman of this Province and a resident of this city for 35 years, died early last month, age 53, following a 6-weeks' illness. He was an active partner in the firm of Dupuy & Ferguson until 16 years ago, when Mr. Dupuy severed his connection and Mr. Ferguson carried on the business alone. His son Richard survives him and will carry on the business of the firm.

**Red Top Cane Seed**—On account of the high price of cane seed this year, farmers are threshing seed that they would not have thought of threshing any other year. THIS IS YOUR WARNING: This immature seed, that is beginning to show up in Fort Worth, is going to be discounted to the milo maize price. Watch your step and buy your off-grade seed right; if you don't you will lose your shirt and all the fixtures.—Harry Johnson.

**St. Joseph, Mo.**—Kellogg-Kelly Seed Co. has been incorporated here with paid-up capital stock of \$20,000, to do a general business in wholesale field and grass seed, specializing in Kentucky blue-grass. Robert G. Kelly, pres., was formerly with the Mitchellhill Seed Co., where he gained wide experience in the 22 years he served. G. F. Kellogg, sec'y-treas., has been a seed marketing specialist on crop survey work with the U. S. Department of Agriculture.

**Tilbury, Ont.**—We still retain our interests at Rodney, Ont., as W. A. Kelly & Co. but have moved our office to Tilbury, where with C. W. Case and Belle River Grain & Seed Co., of Belle River, Ont., we are preparing to import American seed corn and feed and export Canadian seed oats and clovers to the United States. Later we intend to locate a branch office somewhere in Indiana thru which to direct our American seed trade.—Wm. A. Kelly, Kelly, Case & Co.

## New York Bill for Labeling Seeds.

A hearing was scheduled to be held on the Graves origin labeling bill before the New York Senate and Assembly Com'tes recently. It provides that "every lot of agricultural seeds, or mixtures thereof, sold, offered or exposed for sale, within this state, shall have affixed thereto, in a conspicuous place, on the exterior of the container of such seeds, plainly written or printed statement, tag or label, in the English language, stating the state, territory or foreign country in which such seed or, in the case of mixtures, each kind of agricultural seed present in such mixture in excess of 5 per centum by weight of the total mixture, was grown."

The bill is considered objectionable by seedmen in its present form.

## Senator Gooding's Seed Staining Bill Unpopular.

Hostile criticism has arisen in the Canadian trade of U. S. Senator Gooding's bill providing for coloring seed of foreign origin. Objectors contend that coloring will cause farmers to become confused and reject even Canadian seed because it is colored, tho its stain is different from the foreign seed.

A clause in the Canadian Seed Act provides for coloring southern grown seed, but so far it has been held in abeyance. No action was taken by the United States authorities to follow the Canadian example and bootlegging of southern grown seed from southern United States points to Canada as northern U. S. seed was feared. The Canadian regulations will not be put in effect until United States also legislates coloring regulations.

## Imports of Forage Plant Seeds.

The Seed Testing Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds:

	December		July 1, to Dec. 31,	
	1925	1924	1925	1924
	Lbs.	Lbs.	Lbs.	Lbs.
Alfalfa	781,800	185,200	1,438,900	3,814,300
Canada bluegrass	10,600	282,600	65,200	538,100
Alsike clover	1,300,400	901,600	5,816,000	4,342,900
Crimson clover	141,200	463,800	4,562,000	3,732,800
Red clover	4,110,800	234,800	4,498,100	609,300
White clover	242,100	183,200	768,100	497,200
Orchard grass	21,700	205,200	92,900	967,500
Rape	859,900	713,200	4,099,900	2,162,400
Red top	.....	.....	.....	500
English rye grass	535,200	188,500	1,541,100	614,700
Italian rye grass	.....	.....	.....	.....
Timothy	320,200	55,400	1,163,800	532,300
Hay vetch	114,400	95,200	2,124,100	892,800
Spring vetch	21,800	88,000	359,800	844,800
Bentgrass	105,600	21,600	195,700	97,800
Blennial white-flowered sweet clover	812,800	790,200	1,178,900	1,872,300
Chewings fescue	54,600	16,600	452,500	516,800
Other fescues	113,600	121,000	696,700	472,600



## Facts About Red Clover, Domestic and Imported.

The Crabbs, Reynolds, Taylor Co., of Crawfordsville, Ind., has recently issued an open letter to the buyers of clover seed, that may be said to reflect the opinion of seedsmen generally, which is that staining of imported seed is unnecessary to protect buyers getting seed from reputable dealers handling foreign seed from sources known to grow seed in fact superior to the domestic. They say:

If we are to believe the propaganda being broadcast at this time by some agencies and organizations imported red clover seed is quite an offender to our agricultural interests. Much that these agencies and organizations have said plainly shows that they either do not have all the facts or if they do, are too biased to make them public. Have you ever sowed any of this seed or do you have all the facts from reliable sources? In this pamphlet we will give you the plain facts so far as they are known.

This country has for many years sowed clover seed from certain European countries with results as satisfactory as those obtained from domestic. This is what the U. S. Department of Agriculture says in a bulletin published January, 1926, entitled "Imported Red Clover Seed and Its Value in the United States." French seed has usually yielded more hay than the average from all lots of domestic seed. Further, this same bulletin shows that French red clover produced as follows compared to the average United States seed. Pennsylvania—French seed, 124%; domestic seed, 100%.

Michigan—French seed, 110%; domestic seed, 100%.

Wisconsin—French seed, 134%; domestic seed, 100%.

Ohio—French seed, 113%; domestic seed, 100%.

Purdue Agricultural Experiment Station tests for 1921-25 show:

	Fall Stand.	Spring Stand.	Winter Killing.
North Central States and Canada	69.2%	62.8%	9.2%
Northern Europe	73.0%	63.1%	13.5%

Considering the fact that northern European seed showed a better stand and a very small per cent more winter killing than the North Central States you can readily see that the yields from these tests would be practically the same.

Purdue states further in a bulletin issued Feb. 2, 1926, that

"Because of the small supply of domestic seed, some foreign seed is being offered for sale. In some cases dealers and agents are making the sweeping statement that imported seed is worthless, and that while it may germinate and grow, it will not withstand the winter. In order to clear the minds of farmers on this point Purdue University has issued the results of experiments carried on at the Purdue Farm and at other points in the state. It is the conclusion of Purdue authorities that seed imported from Italy and other southern European points is unsuited to Indiana. Seed grown in northern France and other north central and northern European points has given satisfactory results. It is our understanding that some of this northern European seed is now being offered for sale. Seed from Canada is also suited to Indiana and can be used to advantage. Where farmers have the assurance of the dealers on this point they should not hesitate in purchasing and using this seed."

Ohio Agricultural Experiment Station says: "It is necessary to import about 10 million pounds of red clover seed annually. A large amount of Canadian and French seed is now coming into the country and may be safely used, if homegrown seed is not available."

Tests conducted by ourselves and farmers in Montgomery County, Indiana, and elsewhere prove that northern European grown clover seed will produce hay and seed of quality and quantity equal to domestic red clover. Now we are all agreed that there is no substitute

for red clover, although alsike, alfalfa and sweet clover have their value under certain conditions.

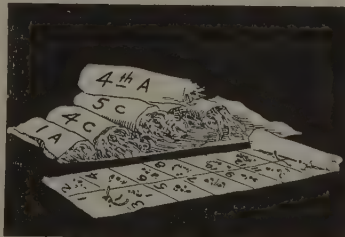
The government figures for 1925 show that we produced sixty million pounds while our requirements are one hundred million pounds. Where is the rest of the seed to come from? Canada and Europe, of course. Italian seed is not recommended nor handled by ourselves nor any other member of the Wholesale Grass Seed Dealers' Association.

It is just as important to the reputable seedsmen that the farmers have good clover seed as it is to the producer himself; because only by having good seed can we hope for a crop and certainly the seedsmen are anxious that this country produce a big crop of good seed. It is more profitable to the seedsmen to handle a large crop of domestic clover seed than to import seed. There is considerable more expense and effort connected with the buying, cleaning and distributing of imported seed. With these facts in mind, we have bought French red clover that is of a higher quality as to purity, germination and freedom from weeds than the bulk of this year's domestic clover. Our French seed was purchased through members of our own organization in Europe and is of known origin and further, select lots of the 1925 crop. Although some of this seed is 99% or better pure when received by us, yet it is all run over our complete cleaning system in order to make it of the highest quality possible.

In view of the exorbitant prices of domestic seed and further in view of the most favorable results obtained by the Agricultural Department at Washington and by various State departments, we do not hesitate to recommend French clover and we stake our reputation, gained by forty-six years of experience, in the purchasing, refining and marketing of seed, upon that recommendation.



The Sawdust Box.



The Rag Doll.

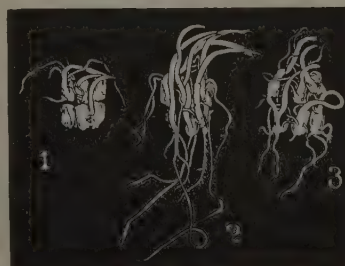


Fig. 1—Three Dead and Three Weak Kernels of Corn.

Fig. 2—Six Strong Kernels.

Fig. 3—Six Weak Kernels.

## Seed Testing by Growers.

Seed corn this year is reported to be showing low germination, due to weather conditions last fall. Home methods by which every farmer may be sure of the vitality of his seed before he sows it were detailed in a recent radio talk by James H. Burdett of the Wholesale Grass Seed Dealers Ass'n from Station KYW, Chicago.

"Old fashioned doctors used to diagnose tuberculosis by looking at a patient," said Mr. Burdett. "Old fashioned farmers tell whether seed is good or not by the same method. But in farming, as in medicine, it is now well understood that opinions formed in that old fashioned way are worthless, because they have been proved to be subject to an enormous percentage of error."

"Where life is at stake, there is no room for errors, and nowadays a suspected tuberculosis case is given a laboratory test. Is there any excuse for sowing seed, which has not had a test just as reliable? Good seed do not guarantee a good crop, for many things may happen to destroy the seedlings; but poor seed make it impossible for a full yield to be enjoyed, because no matter how favorable the weather or how good the culture, there will be vacant spaces in the rows caused by the failure of seed to germinate."

"Among reputable seedsmen in this country seeds are dealt in only on the basis of germination tests. Such a test is made by the seller and checked by the buyer, when seeds move in wholesale lots. These tests are made in laboratories, by experts; and every user of such seeds can obtain with them a statement of their germination. A farmer who sows seeds of unknown germination is gambling not only with the money he pays for his seed, but with his land and his labor. He is taking a chance which no one can afford to take."

"The experts employed by seed merchants, and the national and state governments work wholly with the seeds which move in commerce, and are subject to regulatory laws. Seeds which are saved by the farmer for his own use, or traded between neighbors, seldom if ever receive a laboratory test for germination. It is possible always to send samples to one's state analyst and get a test; but this takes time and trouble, so that a large proportion of the seed sown even now is sown without any definite knowledge of its germination qualities, with a consequent loss in yield which must amount to a large figure."

"While no home test can be compared in accuracy and reliability with the work of a competent analyst in a well equipped laboratory, there are simple methods of testing germination which are available, and should be used if no better test can be had."

"These methods may be used for any agricultural seeds. But for convenience, I shall discuss their application to testing seed corn."

### Rag Doll Method.

"First the 'rag doll' method. A width of sheeting from three to five feet long, depending upon the number of samples of seed to be tested, and from eight to ten inches wide, is the foundation. The strip is marked lengthwise down the center with a heavy pencil and then crosswise from three to five inches apart, according to the samples desired to be tested."

"The cloth is wet with warm water and laid out on a board or table in front of the ears to be tested, the ears being laid to correspond with the squares. Remove six to twelve kernels from ear No. 1, and place them in square No. 1. Follow the same method with ears Nos. 2, 3, 4, etc., until the squares are filled."

"When the spaces are filled, begin at No. 1, or upper end, and roll up, using a small piece of wood or other substance to roll it over at the start, as this core will give more uniform moisture and germination. If the cloth is properly moistened, the kernels will not slip out. Tie the roll about the middle, or use rubber bands. Place the rolls in a bucket of



water where they may remain from two to eighteen hours at convenience. Turn off the water and turn the bucket or box over the rolls, placing a small stick or block under one edge for ventilation. In five days the kernels will be ready for examination and the percentage of germination will be plainly shown by the sprouts.

#### Sawdust Box Method.

"The sawdust box germination test employs any box three or four inches deep and about thirty by thirty inches, or any convenient size, according to the quantity of seed to be tested. The box is filled half full of white pine sawdust pressed down to a firm even surface, having been previously moistened. The simplest way to do this is to place the sawdust in a sack and weight it down in a tub of warm water for at least an hour, or better still, over night.

"Rule off a piece of cloth about the size of the box, two and one-half inches each way, and number the squares to correspond with the ears to be tested, selecting seed from the butt, center and tip of the ear on opposite sides of the cob. The square cloth is laid upon the moist sawdust in the box and the edges tacked to the side of the box before the corn is put in place. Another cloth is then laid over it, moistened by sprinkling, and upon this two inches of moist sawdust is filled in, pressing it down firmly. Keep the box in a warm place and safe from any chance of freezing. The kernels will germinate in about six days and the upper cloth and sawdust may be removed carefully and the samples in the squares examined."

#### No Surplus of Red Clover Seed in Czechoslovakia.

No export permits for shipments of red clover seed from the 1925 crop will be issued by the Ministry of Agriculture of the Czechoslovak Republic, according to recent announcement. It is claimed that the total yield of red clover seed is insufficient to cover domestic requirements.

The total yield of red clover from the 1925 crop is estimated at 6,500 tons, as compared with 9,890 tons in 1924, when 1,200 tons were released for export. The quality of the 1925 seed is inferior to that of previous years. Current domestic prices are very high, averaging about 2,000 Czechoslovak crowns per 100 kilos (or about \$27 per 100 pounds) of first grade seed.

The Ministry of Agriculture is opposed to increased imports of red clover seed into Czechoslovakia, and with the exception of most favored nation contingents, no import licenses will be given unless some extraordinary circumstances should make it mandatory. The United States is entitled by its "modus vivendi" to export 700 tons of red clover seed to Czechoslovakia during the current year.—Commercial Attache J. F. H. Hodgson, at Prague.

#### Dealers Offer Better Seed.

Farmers who have bought cheap seed at bargain prices, disgusted with crop failures and poor stands and poor quality grain, often ask, "Is there good seed on the market?" The answer is an emphatic "yes." The New York experiment station issued a bulletin recently reciting the fact and showing the tests made and indicating the work necessary to provide good seed which is carried on by reliable and reputable seed houses all over the country. Say the New York experts:

"Farmers may rely with some degree of certainty upon corn and the larger seeded crop seeds which their neighbors grow when the variety and the fields are known, but it is too hazardous to rely upon any untested, uncleaned clover or grass seed.

"The real value of a lot of seed, or more properly its cultural value as determined by these tests, is the percentage of the pure seeds which will germinate. It must be remembered, however, that this value does not tell all of

the story for seed with a high cultural value may be unfit and even dangerous for seeding purposes if it contains seeds of certain weeds."

Here is where the elaborate machinery of the big seed houses comes into play with its remarkable devices for taking weed seeds out of the crop as it comes from the farm. This machinery has been brought to such a high state of perfection that the percentage of weed seeds is now less than ever before known.

#### Iowa Timothy Seed Shipper.

From many Iowa elevators in the timothy raising sections more seed is annually shipped than grain. Before the war much of the timothy seed was exported to United Kingdom and Europe. But since that period the larger portion is sent to Buffalo, Toledo, Baltimore, New York and other leading eastern seed terminals. Large quantities also move south.

Illustrated herewith is the Osceola house of the Talbott Grain Co., which besides doing a good business in retailing all kinds of field and grass seed to the farmers in its territory, ships an average of 50 cars of clover and timothy seed to the terminal markets annually. Some of it is consigned or sold as "country run," when that is the more profitable method, but ordinarily all the seed bought is re-cleaned before shipping.

All seed is handled in bags, which are emptied as they are delivered, in one of two "Dirty" bins reserved for the company's seed purchases. From either of the bins the seed is hopped into a large, electrically operated Monitor cleaner. From this machine the seed is elevated into one of four "Clean" bins reserved for clover and timothy seed. Here it is stored until a sufficient amount has accumulated to make one or more carloads, when it is sacked, loaded into a car and shipped.

The screenings are sold to mixed feed manufacturers to be used in commercial feeds, particularly sheep feed, in which case there is the least danger of the harder seeds passing thru the animals' bodies to later develop as weeds in the fields or grazing grounds.

The Talbott Grain Co. also does a good business in grain, feed and coal. The office at Osceola is headquarters for a line of smaller country elevators and buying stations at other points in south central Iowa. It is operated by H. W. Talbott and his son, J. W. Talbott, who is in charge of the head office.

#### Boosting Seed Sales.

The country elevator man who deals in field seeds will find direct-by-mail advertising a great aid in promoting the sale of seeds and giving him closer contact with his farmer customers.

Frequently the wholesaler will aid him in doing this, by furnishing advertising circulars regarding the seeds and sometimes by broadcasting the territory with a letter over the local dealer's name. Such a letter could begin something like "Arrangements have been made with the X Y Z Seed Co., whereby we will distribute its pure, guaranteed seeds locally. Practically all your demands can be supplied from our stock, but we shall be pleased to make special orders to secure any seed you may want or need. X Y Z seed is, etc.," and continue to tell about the product.

Such aid given to the local distributor by the wholesale house reacts directly in increased sales and in an increased number of customers.

#### Sudan Grass.

Carl Wheeler of Bridgeport, Kan., one of the leading growers of Sudan grass, says:

Texas bred out the dark seed strains of Sudan grass in their A grade seed and in so doing have lost the hay quality and producing ability of the original Sudan importation, which came from Khartum, Egypt. This breeding out of the dark seeded strains of Sudan grass was done to keep Johnson grass (a very bad weed in Sudan grass) from being mixed with their high grade seed of this grass. That is, the Johnson grass seed resembled the dark seeded strains more than the cream colored seed of Sudan, and also, the Johnson grass will hybridize with the Sudan grass. I have found by experience that this Texas Cream A Sudan produces a coarser, unpalatable hay, much like broom corn or feterita fodder.

Sudan grass has been tested at all the Kansas and Texas Experiment Stations. It has given exceptional yields of hay at all these stations, and as they represent practically every kind of soil and climate to be found in the Southwest it seems that Sudan will do well on any type of soil under any climatic conditions, and doubtless will prove valuable in every section of the United States where there is need of large per acre yields of forage or good pasture.



Seed Buying Station of Talbott Grain Co. at Osceola, Ia.

# Developing Field Seed Trade as a Sideline

## Tell Seed Buyers What You Have

*Grain Dealers Journal:* In building up a field seed business by a country elevator operator the most essential thing, of course, is to let your customers know that you are handling seeds, and at the same time to handle some brand which is well and favorably known in the locality where the elevator is located. It would also be well to keep on hand samples of the principal items which are required in the district. Most seed houses co-operate in furnishing literature if the elevator man is willing to distribute it.

In marketing home grown stock, particular pains should be taken that the seed is well and carefully cleaned and compares favorably with the seed from seed houses which is shipped in.—Oscar H. Will & Co., Bismarck, N. Dak.

## Persistence Necessary to Success in Seed Business

*Grain Dealers Journal:* We believe an unusual opportunity is open to the elevator operators throughout the country to get into the field seed business, and many of the more progressive have already done so. The farmer who hauls the grain to the elevator naturally feels that the elevator manager, being in closer touch with markets, etc., and seeing the advantage of premiums on better quality grain is in a position to argue very convincingly in favor of the planting of good seeds. Of course, like everything else, success can only be attained by continued and persistent effort. In other words, it must be 5% inspiration and 95% perspiration.—Dakota Improved Seed Co., by R. Burn, Pres., Mitchell, S. Dak.

## Should Handle Recleaned Seed of Known Origin.

*Grain Dealers Journal:* The local grain merchant should know more about the field seed requirements of the farmer in his community than any other merchant. Of course, merchants handling implements used on the farm or dealing in other commodities produced on the farm, should also be in position to render a most important service to their respective communities in the distribution of good field seeds. It stands to reason that high quality is of primary importance for the old adage holds true that whatever you sow, you shall reap.

One of the greatest mistakes the country grain merchant makes is that in many instances he seems to be under the impression that the further away from home he goes to buy his seeds, the better it seems to suit him. This is undoubtedly due to the fact that he can secure his seed at a more reasonable price, but ninety-nine times out of a hundred, he finds out that while buying his seed at a lower price, he has also bought a lower quality.

A wholesale seedman distributes such seeds in the territory adjacent to him which are in most general use and which are adapted to their respective communities. It is, therefore, only common sense to assume that he will make it a point to distribute seeds which are of proven value and are placed into the country merchant's hands to conform to his needs and are properly analyzed in accordance with his respective state seed law.

The best suggestion that we could make to the country elevator operator insofar as the distribution of field seeds is concerned is summed up in a very few words:

"Buy re-cleaned seeds of known origin from your nearest reliable wholesale seed house.

Consider quality first and price afterwards. Good seed costs money; cheap seed is dear at any price."—Wolf Seed Company, by Louis Wolf, Fort Wayne, Ind.

## Farm Bureaus Monopolizing Farmers Trade

*Grain Dealers Journal:* Farmers in the state of Utah exchange seeds with each other and while we have been fifty years trying to build up a business, circumstances over which we have no control, lack of employment, etc., we find that business in all lines, both city and country, is depressed so that a person is at their wits end to make two ends meet.

In this state we have farm bureaus appointed by the state and a man in each and every county in the state to look after the interests of the farmers and to help find their markets and all things necessary to help farmers and the community both in buying and in selling.—Peoples Forwarding Company, E. E. Rich, Mgr., Salt Lake City, Utah.

## Field Seeds a Natural Sideline for Grain Dealers.

*Grain Dealers Journal:* As I look back to the time when I was striving to learn something about the seed business and the best methods of increasing sales, I recall that after four years working in a grain elevator in this city, I decided there was a dire need of a real SEED HOUSE and one that would sell the farmer good seed. With this thought in mind I entered the seed business on Dec. 9th, 1909, with a very small capital, which was put in seeds such as were used here, clover, timothy and blue grass.

I am frank to admit that I was sorely disappointed in the venture at first as my customers would approach me with their problems of seeding and ask me to advise them *what, when and how* to sow their seeds. I find this true today, it is necessary to be able to give your customers SEEDING ADVICE. Having had no real farming experience, I was at a loss to give advice along these lines, so I lost sale after sale to a competitor who knew no more than I, but who would give advice anyway.

This one fact put me to studying the best methods of rotating crops in this section. By studying conditions and watching experiments at the State Experimental Station I gathered quite a lot of information and in the year 1910 I started in to help the farmer by giving him better seeds and the proper advice about sowing on the different kinds of soil.

To succeed in the seed business it is necessary to be able to solve the farmers' problems quickly and accurately. Your seed trade learn to depend upon you for advice and it is necessary for you to be able to give them a positive answer to their questions. The farmers' problems are numerous and will afford you a large field for study. Upon your ability to post yourself depends your success in the seed business.

In 1914 I managed to enter the grain business as a shipper and in 1915 purchased an interest in an elevator, which at this time I am operating. I find that the two businesses combined are necessary to each other as the grain business is an asset to the seed business and vice versa.

Promoting our business is a trying problem. I have tried many methods and find the best one in the retail seed line has been used by my firm for the past six years. We take a list of our farmers and mail out samples of

our seed in season and write a good letter, telling them the time to sow the various seeds and impressing the fact that we sell only the best quality of seeds.

We have educated our trade to the fact that we have only one price and we sell to everyone alike, regardless of whether he buys one bushel or fifty bushels. This plan met with opposition for a time, but I have succeeded in maintaining this iron-clad rule.

I hope the suggestions will be of help to someone, who is starting as I did, without knowledge or experience, and hoping that I may be able to profit by the experiences of others which I hope to read in your Journal.—The C. T. Ashley Co., by C. T. Ashley, Nicholasville, Ky.

## Sell Seed Without Recleaning

*Grain Dealers Journal:* I do not agree that the country elevator is the logical place for the farmers to go to get field seed. Elevator managers are not well enough posted in regard to handling seeds and quality of same.

If there is any place in the world that poor seeds are dumped it is on the elevator operators.

I have had occasion to try to buy seeds in time of scarcity and have gone to elevators to try to get them. The foul weeds they offer would shame any honest seed man. Many of them do not know even the worst of the foul weed seeds and pay no attention to the state law in regard to them.

With every elevator handling seeds it makes too many middle men and they cannot put in the necessary re-cleaning machinery to handle the seeds. The result is that seeds from the farms are resold to their patrons without being half re-cleaned and in many cases without being re-cleaned at all.—W. G. Griffith, McNabb, Ill.

## Handle Only Seed Suited to the Locality.

*Grain Dealers Journal:* We know of no better method of selecting seeds suitable to various localities than that of working in close harmony with the agricultural colleges. If elevator operators will do this they can easily learn the best seeds for their localities and in addition have very good talking points for selling these seeds.

Having found the best seeds for the localities the next question arises as to where to procure these seeds. There is only one safe place to procure good seeds, true to name, with high germination and purity, that is from responsible, long established, reliable seed houses. There are many fly-by-night operators in this business who pick up a quantity of these seeds and go out and sell them at low prices. Sometimes these seeds have a very high purity and germination, but oftener they are lacking in either one or the other of these very necessary requisites for producing good crops.

The seed house which has a large investment in equipment for cleaning and for analyzing seeds must necessarily receive somewhat higher prices for high quality seeds than an operator who happens to pick up a quantity of seeds and goes out and sells them. It is essential for elevator operators to purchase their seeds from reliable seed houses. They will then know they are securing good, pure, viable seed which is of good strain and true to name as far as it is possible for anyone to know.

The writer's father was a country elevator operator in Minnesota, consequently I am



more or less familiar with some of the problems which arise in that business, and I am firmly convinced that if the foregoing plans are followed out that in a few years, after the operator has had a chance to show results of good seed versus that of just seed, he will be able to work up a very profitable business in this line.—Portland Seed Company, by C. H. Tisdale, Secy., Portland, Ore.

### Sowing Home Grown Seed Results in Deterioration.

*Grain Dealers Journal:* In our judgment the surest and most practical way for the country elevator operator to build up a substantial and profitable business in farm seeds is for him to tie up with, and handle, one of the recognized quality brands, regularly advertised to and favorably known by his farmer customers.

We believe that many small elevator operators make a mistake in shopping around from one source to another for their seeds, occasionally picking up a real bargain in quality or price, but oftener getting only what the "price-buyer" usually gets, namely: less than he pays for.

Of course the above applies more particularly to clover, alfalfa, timothy, etc., than to small grains.

There is no question but what the sowing of mongrel home grown seed has resulted in deterioration of the quality of grain grown, and consequent decline in price in every locality where this practice prevails. This is brought very forcibly to our attention in connection with our purchases of clover and alfalfa seed produced in sections where farmers have been accustomed to buying their seed from their neighbors, and is invariably poorer and dirtier than seed produced in sections where original stocks were purchased from reputable seed refiners. Farmers are accustomed to blame the seedsmen for their troubles with weeds, whereas the fact of the matter is, nine time out of ten the farmers are to blame because they have sown cheap seed purchased from a neighbor and with this seed have sown all their neighbor's weeds.—The Albert Dickinson Company, R. D. Edwards, Chicago.

### Can Not Afford to Sell Farmer a Crop Failure

*Grain Dealers Journal:* The surest and most practical method for the manager of a country elevator to build up a profitable field seed business is always "be sure to handle only high quality seed. This does not necessarily mean that a man should buy only the highest priced seeds, as price is not the only guide to quality, altho frequently it is a good guide.

An elevator man who familiarizes himself with the characteristics of various field seeds and the requirements of his local territory, can soon learn what is essential and then make his purchases with those essentials in mind, disregarding to a large extent the price factor.

It is true in the field seed, as well as in any other business, that bargains in high quality seeds are always available simply because of the fact that various houses, offering the same kinds of seed, will have bought it in varying degrees of price and consequently their quotations will also vary.

It is essential that the elevator operator becomes fully aware of exactly what his customer wants. For instance, in this northern district, when a farmer comes in to buy seed corn which he wishes to have mature so he can husk it in the fall, the elevator man is committing business suicide if he sells him corn grown in a latitude further south which will not mature except under most unusually favorable weather conditions. He should sell him the home grown acclimated seed regardless of price.

On the other hand, if the farmer is asking only for silage corn which he is not particularly interested in having mature, it is just as well, and in fact better, to sell him corn grown further south at a lower price, thereby saving

his customer money as well as giving him better satisfaction. This same comparison holds true in regard to other kinds of field seed to a certain degree.

The elevator operator should never forget that a farmer in planting his crop in the spring is gambling his whole year's work on the result and that he can't afford to take a chance, and the elevator man cannot afford to have him take a chance on the results if it is possible to avoid it.—Fargo Seed House, by W. H. Magill, Fargo, N. D.

### Urges Elevator Men to Preach Better Agriculture

*Grain Dealers Journal:* We feel that so far as the country elevator man is concerned, he can do more for his community and agriculture as a whole by continually preaching the following things:

1. Better plowing.
2. Planting cleaned seed grains.
3. Adding humus to the soil.

We appreciate there is nothing new in these three suggestions, but if more attention were paid to them it would mean a very great difference in the grain production.

It is discouraging to note in many sections how little attention is paid to good plowing and the quality of a great deal of seed grain that is planted is unbelievably poor. We are not urging the farmers to buy their seed grains from seed houses, but we are urging them to reclean all seeds well on the farm or have them recleaned at the nearest elevator.

The third matter of adding humus to the soil is very important. With the low price of sweet clover this is easy for the farmer to do.

It would be a tremendous step forward for Northwestern agriculture if the county agents thru all the Northwest would spend their time preaching these three things instead of trying to superintend the marketing of what the farmer has to buy or sell.

We are not suggesting that the country elevator men become county agents, but we do firmly believe that any elevator man who does what he can in this direction will be rewarded in a very short time with a great deal more grain to handle.—J. H. W.

### Seed Dealers' Duty to Handle Seeds of Dependable Quality.

*Grain Dealers Journal:* If we were running a country elevator and wished to handle field seeds, we would get in close touch with the county agent and the best farmers in our section and have a frank talk with them. We believe that a great deal of the co-operative buying of field seeds has been practically forced on the farmers, not so much from a price basis, but through the fact that they are often taken advantage of by local dealers, who handle a low grade of seed at a high price.

It may be of some advantage for a country dealer to establish a certain brand of field seeds, but on the other hand this compels him to purchase from the same source continually, and while an advantage to the man he is buying from, it prevents the buyer from taking advantage of market conditions in various sections. On the whole it would be better policy for him to distribute his purchases among several firms. One thing, however, he should be sure of; that is, that he is buying only from firms who maintain their grades and which are tagged with conservative tests.

One of the big evils today in the seed trade is the practice of boosting purity tests, which in some cases amounts to fraud. Naturally a certain amount of estimating must always be done, even by the largest seed houses, as most of the business comes within a very short time. The country dealer can very soon find out what firms are maintaining their quality and what firms are misbranding. They should avoid the latter, regardless of prices offered. We think there is a tendency on the part of small dealers to pass the responsibility to the wholesaler and if they find a wholesaler who

is willing intentionally to misbrand and give them a lower price, they will purchase seeds of this character when they very well know that they are handling seed which will not give satisfaction.—The J. M. McCullough's Sons Co., Cincinnati, O.

### Illinois Farmers in Peoria.

[Continued from page 225.]

Samples of fencing, sheet-iron and steel posts were also exhibited. A small model of a truck dump was manipulated by sales engineers.

Managers of farmers elevators present included A. F. Bendtschneider, Morrison; H. A. Bonges, Ottawa; J. D. Barth, Mendota; Peter Cover, Claytonville; F. E. Davis, Mahomet; W. J. Dixon, Tremont; R. A. Ewing, Malden; Andy L. Fox, Philadelphia; A. F. Gilchrist, Macomb; H. J. Kahney, Grant Park; P. G. Klein, Blackstone; Joseph Leman, Jr., Eureka; Seth McClintick, Philadelphia; Albert Ostrander, Harmon; E. W. Reesen, Sublette; C. A. Stout, Moweaqua; S. C. Shaw, Tallula; W. H. Springer, Stanford; Wm. F. Simons, Del Rey; H. W. Street, Waggoner; Harry Scott, Clinton; J. D. Worsham, Sheldon; A. J. Zinor, Wyanet; F. J. Zimmerman, Harvel.

### A Seed Handling Kansas Elevator.

On the Union Pacific railroad at Oakley, Kan., is one of the country houses of the H. D. Lee Flour Mills Co., which handles large quantities of cane seed, sudan, millet and kafir besides buying considerable grain for the company's flour mills.

The elevator is constructed of wood, studded and iron-clad. The pit is of concrete. Points on the cupola, connected to the sheet-iron roof and grounded thru the sides, protect it from lightning. Thirteen wood, hopper-bottomed bins furnish 30,000 bus. storage capacity. One of them is reserved for black amber cane seed, another for orange cane seed and a third for kafir corn.

Power is furnished by 20 h. p. and 25 h. p. gasoline engines, which are kept in a separate, brick, concrete-floored engine room. One leg does all the elevating.

Instead of the usual automatic scale for weighing out cars, a 200,000 lb. track scale is used. A 15-ton truck scale weighs incoming grain, and seed.

In addition to the elevator and office buildings is a 3-car warehouse that is used for hay and for seed in season.

Cane seed is handled in bulk and shipped to feeders. Millet and kafir are frequently consigned as the market is constant. Sudan is handled only in sacks and the market is poor since it is handled only for the seed houses on a commission basis. The seed companies send out their own buyers during the buying season which in this locality lasts from Dec. 22 to Feb. 1.

Oakley is a small town, with an over-abundance of elevators, but the friendly efficient service given by Manager L. G. Stratton has netted him a prosperous business and the owners of the elevator have learned that sidelines, even for line-houses, can be turned to good profit.



Seed Handling Elevator at Oakley, Kan.

# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Little Rock, Ark.—The Grain Exchange at its annual meeting elected Lane Satterwhite, pres.; Carroll Thibault, vice pres.; August Probst, sec'y and treas., and John F. Weinmann, E. L. Farmer, C. L. Gordy and H. H. Cochran, directors.

## CALIFORNIA

San Francisco, Cal.—Jeremiah O'Keefe, 20 years in the grain business, died at San Mateo. He had retired in 1919.

Los Angeles, Cal.—Wm. E. Keller, pres. of the Globe Grain & Milling Co., will retire from active business June 30th, because of ill health. Mr. Keller will be succeeded by O. H. Morgan, vice pres. of the firm since 1902.

## CANADA

Brampton, Ont.—The Brampton Milling Co.'s mill burned Feb. 15 with a loss of \$40,000.

Toronto, Ont.—Frank B. Ham & Co., Ltd., broker, has moved to the Royal Bank Bldg.

Victoria, B. C.—Work is to proceed at once on the completion of the new elvtr. of the Panama Pacific Grain Co.

Vancouver, B. C.—Repairing of the gallery of the Columbia Elvtr., which was blown down by a tornado, has been finished.

North Vancouver, B. C.—The Central Selling Agency of the Canadian Grain Producers, Ltd., will construct a 2,250,000 bu. elvtr. here, at a cost of \$2,500,000, for the advancement of their winter trade with Europe and their all-year-round trade with the Orient.

Winnipeg, Ma.—At a meeting of wheat pool officials, elvtr. company representatives, railway heads, members of the grain trade, millers, and owners of stocks, at the Grain Exchange, the following order was drawn up by the Board of Grain Commissioners, of which Leslie H. Boyd is the Chief Commissioner: Effective March 1, all public and private elvtrs. in the western inspection division shall proceed to dry, according to drying facilities in the elvtrs. in which such grain may be stored, all tough No. 3 northern and lower grades of tough wheat, and in addition all tough coarse grains as may be advisable. The elvtrs. drying such grain shall be entitled to deduct 4 per cent of the amount as shown on the outstanding warehouse receipt, to cover loss in drying.

## COLORADO

Craig, Colo.—The Colorado Milling & Elvtr. Co. contemplates the erection of an elvtr.

Holly, Colo.—A. L. Smith Co. is the new grain firm here, which bot out the Holly Co-op Equity Co.—A. L. Smith, owner and mgr.

Colorado Springs, Colo.—Wm. F. Little is the new mgr. of the Conley-Ross Grain Co. He was formerly mgr. of the Continental Grain Co. at Denver.

Calhan, Colo.—The Gates Elvtr. has been purchased by the Conley-Ross Elvtr. Co., of Denver, which has leased it for the past four years. Ira Yoder will continue as manager.

## IDAHO

Rupert, Ida.—The Farmers Mill & Elvtr. Co., whose officers are R. L. Cully, D. L. Carlson, and Ross Woolford, has bought the mill of the Rupert Seed & Milling Co.—F. N. Victor.

Lewiston, Ida.—T. A. Kemper, formerly of the Bunge Western Grain Corp. which closed its offices in Lewiston on Dec. 31, 1925, has engaged in business on his own account in the Breier Bldg.

## ILLINOIS

Decatur, Ill.—The Decatur Milling Co. suffered a loss of \$2,000 by fire recently.

Sutter, (Min'er P. O.), Ill.—R. W. Hodson is no longer mgr. of the Sutter Siding Grain Co.

LaFox, Ill.—Potter Bros. intend to raze their present elvtr. and build a new one in its place.

Buffalo, Ill.—The J. E. McCann Grain Co. has reduced its capital stock from \$13,000 to \$5,000.

Cairo, Ill.—W. L. Duncan, of Samuel Hastings & Co., remains critically ill at the Battle Creek Sanitarium.

Lisbon Center, Ill.—O. Sheveland has succeeded Mr. Grove as mgr. of the Lisbon Center Farmers Elvtr. Co.

Lawndale, Ill.—Lawndale Grain Co. incorporated; incorporators: H. O. Kiest, F. W. Kiest, and Grover C. Kiest.

Findlay, Ill.—Burglars failed to open the safe of the Findlay Grain & Coal Co., when they broke into the office recently.

Barnett, Ill.—The Farmers Grain Co. has purchased the elvtrs. of the A. B. W. Elvtr. Co. here and at Atwater and Womac.

Gridley, Ill.—J. P. Guingrich, manager of the Claudon Grain & Coal Co., underwent a successful operation in a Bloomington Hospital.

Sidell, Ill.—Maddox Bros. proprietors of the Sidell Elvtr. Co., will build an elvtr. on the site of their old one, which burned recently.

Mount Zion, Ill.—E. S. McGaughey, an old employe of the Smith & Scott Grain Co., has purchased the interest of O. M. Scott in the company.

Del Rey, Ill.—William Siemons has been made manager of the Farmers Elvtr. Co. He was formerly connected with the Farmers Elvtr. Co. of Danforth.

Patton (Mt. Carmel P. O.), Ill.—The Pioneer Grain Co., operating an elvtr. at Patton, Ill., is arranging to erect another grain elvtr. at Mt. Carmel, construction work to start at once.

Danvers, Ill.—The annual meeting of stockholders in the Danvers Farmers Elvtr. Co. was held Feb. 13. The new pres. is J. C. Nafziger; Rob't Hunter is sec'y.—Wm. Zierfuss, Mgr.

West Brooklyn, Ill.—I have resigned as mgr. of the West Brooklyn Farmers Co-op Co. to take the position as mgr. of the Farmers Elvtr. at Triumph, Ill. This change will take effect March 1.—R. E. Jacobs.

Clinton, Ill.—Archibald E. Swan, Rebecca Swan, and Annie L. Zorger, executors of the estate of the late Alexander Swan have filed three suits of \$2,000 each, against the directors of the Tabor Grain Co., Tabor, Ill.

Decatur, Ill.—The A. E. Staley Mfg Co. will erect an additional 600,000-bu. elvtr. at its corn plant here. Work will begin in 60 days. Negotiations with the Wabash R. R. for the purchase of 31 acres of land for future expansion are nearly completed.

Midland, Ill.—The elvtr. and business of the Midland Grain Co. of this city has been purchased by Lubkenbill & McBride of Kenney, Ill., and will be operated as a branch of the Kenney plant. The company expects to move the office and scales nearer the elvtr. and remodeling of the plant being considered. Homer Randolph, formerly of Kenney, will be manager at Midland, although buying and selling will be done at Kenney.

## CINCINNATI NOTES.

Orrel H. Rutledge, of William H. Colvin & Co., member of the Board of Trade was taken by death recently.

George A. Plummer is now associated with Clement, Curtis & Co. Mr. Plummer is very well known to the commodity trading public.

The rate of interest for advances on Bs/L has been set by the directors of the Board at 5½% per annum for the month of February.

Three burglars were surprised by George Schup, night watchman, and a policeman, when they were blowing a safe in the offices of the Williams Grain Co. One of them, Wm. Berg, a sabblower, was captured.

John C. Wood, chairman of the room com'te of the Board of Trade, has sent out a ruling that traders are to wear their coats in the pits. Turned in collars and rolled up shirt sleeves will no longer be seen on the trading floor in the summer time. Sleeveless vests are also banned by the new ruling.

Joseph A. Meyers, of Jno. F. Clark & Co., New York, and Harry B. Heywood, of Portland, Me., have been elected to membership in the Board of Trade. Transfers are: Thos. L. Boyd and Chas. E. Walters. Changes: Jos. Z. Miller, now registered as sec'y of Lynch & McKee, Chicago. Booth & Burmeister dissolved, Z. A. Booth, member, now doing business under his own name. E. B. Norman & Co. dissolved.

## INDIANA

Macy, Ind.—The elvtr. owned by Don See, which burned recently, will be rebuilt.

Osgood, Ind.—Clark & Kirklin, who bot the Farmers Elvtr., have repaired and overhauled it.

Lagrange, Ind.—The Fyke Flour mill was destroyed by fire, February 18. The loss amounted to \$35,000.

Osgood, Ind.—A certificate of preliminary dissolution has been filed by the Farmers Mill & Elvtr. Co.

Messick, Ind.—The iron clad elvtr. of C. E. Byrket burned recently. The loss totalled approximately \$7,000.

North Grove, Ind.—Carl E. Plotner has purchased the elvtr. of J. J. Aukerman and will operate it himself.

Galveston, Ind.—James F. Handley, formerly of Isabel, Ill., is the new mgr. of the Galveston Farmers Elvtr. here.

Claremont, Ind.—R. L. Good & Son have installed a 20-in. Bauer Ball-Bearing Attrition Mill sold by J. M. Bell.

Warsaw, Ind.—John H. Shoup, 81, well known miller, died at his home here Feb. 16, death being due to paralysis.—C.

Bunker Hill, Ind.—Robbers broke into the office of the Farmers Cooperative Elvtr. Co. and took a small amount of money.

Boonville, Ind.—Charles C. Waters has been appointed assistant manager in the J. W. Wilkinson Elvtr. at Boonville.—C.

New Augusta, Ind.—A 26-in. Bauer ball-bearing motor attrition mill has been installed for the New Augusta Grain & Supply Co. thru J. M. Bell.

Indianapolis, Ind.—The Indiana Wheat Growers Ass'n 1,000,000 bu. elvtr. is being constructed by Early & Daniel of Cincinnati, O., and will be completed sometime in July.

LaGrange, Ind.—B. Frank Greenawalt, manager of the Home Grain Co. elvtrs. for the last five years, has resigned his position, and is succeeded by John F. Deckard of Belleville, O.

Morristown, Ind.—The Kinney Grain Co. is making many alterations on its elvtrs. here and at Fountaintown, and new machinery to manufacture concentrated foods is to be installed.

Dale, Ind.—The Wallace Milling Co. of Huntington, Ind., which recently bought the property of the Dale Milling Co. has taken charge and will make a number of improvements during the coming summer months.

Evansville, Ind.—Charles Hille, 92 years old, for many years engaged in the grain business in Evansville, died Feb. 18th, his death being due to the infirmities of age. He had resided in Evansville for nearly 75 years, coming here from New York state.

Union City, Ind.—Charles L. Northlane and Charles L. Patchell bought the majority of the stock in the Pierce Elvtr. Co. from Stuart Pierce, pres. of the company. Mr. Northlane has managed the business for many years, while Mr. Patchell has been a real estate operator in Wyoming for the past 16 years.

## IOWA

North Liberty, Ia.—An elvtr. is being built by W. H. Green.

Pocahontas, Ia.—T. E. Doyle has opened a feed grinding mill here.



Stratford, Ia.—The Williams elvtr. is being remodeled to make room for a feed grinder.

Cedar Rapids, Ia.—The Piper Grain & Milling Co. has moved its offices to its plant.

Arthur, Ia.—We are installing an oat huller to do custom hulling.—Arthur Co-op. Elvtr. Co.

Seymour, Ia.—Mohr-Kik Mfg. Co. has purchased a single disc Munson Mill for corn cracking.

Ralston, Ia.—Mr. Jarvis of Bloomington, Ill., is to be the new mgr. of the Ralston Farmers Elvtr. Co.

Primghar, Ia.—J. S. De Vries is installing new feed milling machinery in his plants here and at Sanborn.

Dayton, Ia.—We have installed a 10-ton Fairbanks Scale and a Kewanee Truck Lift.—Farmers Elvtr. Co.

Oelwein, Ia.—The elvtr. of MacKenzie & Spence was burglarized recently, but nothing of value was stolen.

Bancroft, Ia.—W. A. Murray now owns and operates the elvtrs. formerly owned by the Farmers Elvtr. Co.

Modale, Ia.—E. E. McFerrin, proprietor of the Modale Elvtr. Co. is going to rebuild the elvtr. which burned recently.

Stratford, Ia.—Chris Williams, of Boone, Ia., is installing a Munson Attrition Mill and making other improvements.

Orchard, Ia.—I will manage the Farmers Exchange here and at Rudd. R. F. Clark is the pres. and H. L. Johnson, sec'y.—F. J. Hale.

Malvern, Ia.—The Eacrett Elvtr., which has been operated by P. Kilmartin, was recently leased by James Roberts, who has already taken possession.

Le Mars, Ia.—The Plymouth County Co-operative Elvtr. Ass'n re-elected P. E. Held, pres., G. A. Null, vice pres., and Nick Luken, sec'y and treas.

Pleasantville, Ia.—Wm. Kamp and Wint Heberlin have purchased the mill of W. J. Beckwith. They intend to move the mill sometime in the future.

Fort Dodge, Ia.—Frank L. O'Connor, who was the assistant manager of Lamson Bros. & Co. Sioux City office, has been appointed manager of the local office.

Granite, Ia.—The property of the Farmers Mutual Elvtr. Co. will be bid for at a public sale on March 18, which will be conducted by C. H. Riley, to whom the property was assigned.

Abbott, Ia.—D. J. Peters has bought the elvtr. and business of Fred Akkerman, and will take possession March 1. Fred Potter will be the mgr. Mr. Peters also owns two elvtrs. at Cleves and one at Wellsburg.

Galva, Ia.—Galva Union Elvtr. Co. has purchased the Munson mill exhibited by F. J. Conrad at the convention of the Iowa Farmers Grain Dealers Ass'n at Des Moines, and will install it in its plant at Galva soon.

Davenport, Ia.—The cleaning room of the Western Flour Mills Co. was completely wrecked by fire recently. The room contained costly machinery. The loss is estimated at \$200,000 by S. A. Salter, general mgr.

Huron (Mediapolis p. o.), Ia.—The Farmers Grain Co. denies the report that the company has been dissolved, and states that they have been waiting for the past three years for the Muscatine, Burlington & Southern to run a train through Huron.

Council Bluffs, Ia.—O. E. Harris, vice pres. of the Trans-Mississippi Elvtr. Co., which lost its largest elvtr. by fire on Feb. 20, has estimated the loss at \$950,000, which was entirely covered by insurance. The corn was valued at \$450,000; and the wheat at \$200,000.

Cedar Rapids, Ia.—The Quaker Oats Co. will add 84 reinforced concrete storage tanks of 2,500,000 bus. capacity and two car dumpers capable of unloading 250 cars in ten hours. Because of the company's expansion, it has purchased the barns and yards of the Cedar Rapids & Marion City Railway, and in addition has bought 3 acres from the Rock Island Railroad.

Lamoni, Ia.—A small elvtr. and feed plant for the General Supply Co. was recently completed by the Younglove Construction Co. The building is covered with galvanized iron siding and heavy Genasco roofing, and is equipped with a 19-in. Bauer Attrition Mill connected to two 15-h. p. direct current motors, a pitless corn sheller, special corn cleaner, and a double-acting sifter.

Plover, Ia.—Hoeffert & Groves won their suit against the Western Grain Dealers Mutual Fire Insurance Co. and were awarded \$10,000, the full amount for which their elvtr. was insured. The case has been in the courts since October, 1924. The house burned Sept. 24, 1924.

Kalona, Ia.—Bender & Perrin recently purchased the old live stock sales pavilion and are installing a 60-h. p. Fairbanks-Morse type "Y" oil engine and feed milling machinery. They have placed an order with F. J. Conrad for a 24-in. ball-bearing Munson Attrition Mill and other machinery. This is the third Munson Mill this firm has purchased in 4 years, all of which are still running.

Hampton, Ia.—The many Association workers in Iowa will be grieved to learn of the passing on of Jas. A. Carden at his home here Jan. 21. For the last twelve years Mr. Carden has been engaged in the grain business here and previous to that time was in the same business at Winfield for eighteen years. For several years he was president of the Grain Dealers Ass'n of Southeastern Iowa and at one time was a director of the National Ass'n.

## KANSAS

Fulton, Kan.—The Harned Grain Co. has installed a large new hammer model feed grinder.

Wetmore, Kan.—A two-story brick storage house is to be built by the Farmers Union Business Ass'n.

Morrowville, Kan.—The Gifford Bros. have purchased the Duff Grain Co. elvtr. here and Jim Gifford will manage it.

Council Grove, Kan.—Fred J. Farley, of Salina, has purchased the old Ryan Elvtr., which has been unused several years.

Varner, Kan.—The Consolidated Flour Mills Co. elvtr. burned early Feb. 4; loss \$5,000. About 2,000 bus. of wheat were destroyed.

Tonganoxie, Kan.—George W. Hackman has bought the Tonganoxie Mill & Elvtr. Co. from the Watkins National Bank of Lawrence.

Schulte, Kan.—The Kansas Milling Co., of Wichita, has purchased the Farmers Grain & Supply Co. J. Mount is the new mgr.

Baldwin, Kan.—The stockholders voted the Douglas County Co-operative Ass'n into the Farmers Union, at their annual meeting.

Turner, Kan.—The Atchison, Topeka & Santa Fe Railroad has sold the old working house Elvtr. A, for \$1,000. It will be taken down.

Sharon Springs, Kan.—P. A. Paul, formerly of Tribune, is mgr. of the Sharon Springs Grain & Implement Co. offices which recently opened here.

Dodge City, Kan.—A large elvtr. will be erected just west of the Security Elvtr. by Mr. Ganz, of Hutchinson, who recently purchased the property.

Cunningham, Kan.—The A. G. McReynolds estate has sold its elvtr. to Marion Bahling, who will take charge at once. It was operated as the Farmers Grain Co.—R. W. Vance.

Dodge City, Kan.—W. E. Shute, manager of the Davidson Grain Co. elvtr. has announced that the elvtr. will be temporarily closed until the opening of the grain buying season about June 15.

Salina, Kan.—The Kansas Grain Dealers Ass'n will hold its 29th annual meeting here May 20 and 21. A banquet on the last night and entertainment will be provided for the Ass'n by the Salina Board of Trade.

Lyons, Kan.—The Lyons Milling Corp., recently incorporated for \$100,000, with Henry Cowgill at its head, has purchased the business and property of the Lyons Milling Co. J. M. Blair, formerly connected with the Topeka Flour Mills Co., is to manage the new corporation.

Harper, Kan.—The Imperial Flour Mills Corp. of Wichita, and the Harper Flour Mills Co., of Harper, have merged under the name of the Imperial Flour Mills Co., with headquarters here. C. M. Jackman was pres. of the Harper company, and E. M. Kelly was head of the Imperial mill, which burned recently.

Kansas City, Kan.—The contract for the construction of a 250,000 bu. addition to its present storage facilities, has been awarded by the Ismert-Hincke Milling Co. to the Industrial Engineering Co. Work will begin April 1, and will cost approximately \$50,000. The Ismert-Hincke Co., of which George E. Hincke is the pres. and John H. Ismert is vice pres., also operates a mill in Topeka.

## KENTUCKY

Clay City, Ky.—The Monarch Milling Co. has installed new bleaching machinery.

Louisville, Ky.—The Louisville Milling Co. is now completing the remodeling of one side of its mill from hard winter wheat to soft winter wheat, and is thereby adding a 1,000 bbl. daily capacity to the soft winter.

Harrodsburg, Ky.—Clell, Coleman & Sons, of Burgin, have bought the stock and equipment and leased the plant of the Cogar Grain & Coal Co., and will take possession May 1.—Wm. Bennett, Mgr. Cogar Grain & Coal Co.

## LOUISIANA

New Orleans, La.—Charles R. Matthews has bought out his brother's interest in George B. Matthews Sons, a 50 year old concern, and will continue to do business under that name.

## MARYLAND

Baltimore, Md.—Washington C. Page has applied for membership in the Chamber of Commerce.

Baltimore, Md.—H. Quentin Harris, of W. E. Harris & Son was elected to membership in the Chamber of Commerce.

Baltimore, Md.—W. E. Harris & Son, representatives of James E. Bennett & Co., Chicago, have opened a branch private wire at Harrisonburg, Va.

Baltimore, Md.—Louis W. Davis, pres. of Davis & Davis and an old member of the Chamber of Commerce, is at the Church Home Infirmary, where he underwent a serious operation for a stomach ailment.

## MICHIGAN

Adrian, Mich.—Grain dealers of Southern Michigan held an informal meeting and dinner at the New Lanawee Hotel Feb. 18.

Ravenna, Mich.—A. E. Young's elvtr. has been purchased by the Ravenna Creamery Co. The building is to be repaired and remodeled as soon as possible.

## MINNESOTA

Owatonna, Minn.—W. H. Koch is the sole owner of Koch's Elvtr.

Redwood Falls, Minn.—George A. Paton has been reappointed mgr. of the Farmers Elvtr. Co.

Duluth, Minn.—Wm. F. Converse, mgr. of the Occidental Terminal Co. elvtr. here, is seriously ill of pneumonia.

Farmington, Minn.—The Farmington Feed Mill has been sold by A. C. Cool to Otto Hass, of St. Paul, for \$5,000.

Crosby, Minn.—B. O. Wiggins & Son are building a one story concrete, fireproof warehouse for their feed business.

Brownsdale, Minn.—Mgr. C. M. Syck, of the Hunting Elvtr. Co., elvtr. is going to have a large capacity feed mill installed.

Madison, Minn.—The Madison Farmers & Mercantile Co., of which E. A. Hammes is the mgr., has installed a cylinder cleaner.

Marshall, Minn.—The Farmers Elvtr. & Milling Co. has installed an automatic scale, dump and attrition mill. V. B. Lubbs is the mgr.

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Wire

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**Operators of the Milwaukee and Rock Island Elevators—total capacity 5,500,000 bushels.**

Delano, Minn.—We are going to install a 7½-h.p. enclosed type motor in the head of our elvtr.—A. J. Styrblicky & Sons.

St. Peter, Minn.—Machinery is being installed in the St. Peter feed mill by Chas. Fay & Son, the owners, and will be in operation by March 1.

Crookston, Minn.—The Sandberg-Roe Co. has changed its name to the C. Roe Grain Co., of which Caroline Roe is the pres. and Chas. Roe, sec'y.

Waverly, Minn.—The Farmers Elvtr. Co. is installing a Strong-Scott Dump and a 10-ton Fairbanks Scale. T. E. Ibberson is doing the work.

Montrose, Minn.—My partner, E. D. Elsenpeter, has just left for Dr. Mayo's clinic, but he expects to return soon.—T. A. Thoreson, Montrose Mill & Elvtr. Co.

Grove City, Minn.—We are installing a 24-in. Munson Attrition Mill purchased through the Strong-Scott Mfg. Co.—Walter Peterson, proprietor Farmers Grain & Produce Co.

Mora, Minn.—The Farmers Co-operative Creamery has just completed the erection of an elvtr. and feed mill, which is now in operation. U. G. Boyle is the mgr.—New London Mill Co.

Atwater, Minn.—We just installed a 20-in. Diamond Attrition Mill, using 2-15-h.p. motors for power. We built a cupola on the warehouse to accommodate the feeding leg.—Geo. F. Jones, mgr. Atwater Grain Co.

Fairmont, Minn.—The Rippe Grain & Milling Co. has traded its elvtr. at Welcome for the Fairmont elvtr. of the Independent Grain & Lumber Co. The former company also operates elvtrs. at Alpha, Minn., Armstrong, Ia., and Bowman, N. D.

Cottonwood, Minn.—A 50,000 bu. addition will be built on to the A. E. Anderson Elvtr. It will be used for oat storage. To make this addition, another elvtr., 200 yards distant will be moved. The Great Northern R. R. has granted permission to use its right of way and the elvtr. will be put on wheels and moved on the rails to its new location.—A. M. Anderson.

Buffalo Lake, Minn.—The Equity Farmers Elvtr. Co. has let a contract to T. E. Ibberson Co. for the construction of a 25,000-bu. elvtr., which will have 12 bins for storage. The equipment will include one leg with 11x6 buckets, a 10-ton Fairbanks Wagon Scale, a Scott-Strong Dump, a 2 and a 7½ h. p. Fairbanks-Morse enclosed, ventilated motors, and a cleaner. A well equipped 2 room office with adequate heat will also be erected.

## MINNEAPOLIS LETTER.

Henry J. Lewis, brother of Chas. E. Lewis, Chas. E. Lewis & Co., died February 16, after several weeks' illness.

The Northwestern Grain Marketing Co. has been incorporated. The incorporators are Lee M. Johnson, Des Lacs, N. D., and others.

The Minnesota Board of Grain Appeals has repealed its ruling of last November, in which it defined fassseed containing more than 11% moisture as "damp."

The Northern Mill & Elvtr. Co.'s mill in northeast Minneapolis burned recently with a loss of \$150,000. The mill was filled with screenings at the time of the fire.

## MISSOURI

Houstonia, Mo.—R. Sewell is the mgr. of the Farmers Exchange.

Carthage, Mo.—E. B. Buell is the new supt. of the Morrow Kidder Milling Plant.

Bowling Green, Mo.—The Eickermann Milling Co. expects to erect an elvtr. here soon.

Edina, Mo.—Andrew Fisher, aged 77, who built the Edina Elvtr., died after a short illness.

Rush Hill, Mo.—The Farmers Elvtr. Co. has filed a petition for the dissolution of the concern.

Moscow Mills, Mo.—L. G. Branders is the new mgr. of the Farmers Elvtr., in place of J. E. Carter.

Chula, Mo.—The Chula Milling & Grain Co. has enlarged its offices and made other improvements in its property.

New London, Mo.—Hunter Hulse bot the Carter Shepard Milling Co. property and business from J. W. Youle, of Hannibal.

Cape Girardeau, Mo.—The Durnell Warehouse Co. has been incorporated by S. B. Hunter, Alfred L. Harty, and E. J. Deal.—P.

St. Joseph, Mo.—Federal appeal and reinspection provisions were brought up-to-date by several amendments to the Exchange rules passed on Feb. 16.

Clinton, Mo.—I have taken Mr. Bailey's place as sec'y, treas., and mgr. of the Bailey Grain & Milling Co. Mr. Bailey has resigned.—F. G. Booher, mgr.

Springfield, Mo.—Julius W. Eisenmeyer, 63, prominent in Mid-western milling circles, and pres. of the Eisenmeyer Milling Co., died recently. Mr. Eisenmeyer was a resident of Springfield for 30 years, and was very active in business, civic, and Masonic affairs.

Andover, Mo.—An elvtr. was recently constructed here for the Farmers Grain & Seed Co., of Lamoni, Ia., by the Younglove Construction Co. The elvtr. is covered with galvanized iron siding, heavy Genasco roofing, has concrete foundation, and is equipped with a 20-h. p. type "Z" Fairbanks engine, a number 2 circulating pump, 1500-bu. Fairbanks Morse Automatic Scale, No. 34 Western Sheller, No. 25 pitless sheller, a wagon and truck dump and a manlift. The plant is complete in every detail.

## KANSAS CITY LETTER.

A suit has been filed by the Board of Trade to test the right of the state to collect a tax on trading in futures.

F. P. Manchester, sec'y of the Omaha Grain Exchange, has been investigating the system used in clearing futures by the Board of Trade Clearing Co.

Logan Bros. Grain Co. has purchased a membership in the Board of Trade for Allen Logan, III, a nephew of the president of the firm. He was formerly connected with the Armour Grain Co. and the Maney Milling Co., of Omaha.

Harry J. Shilling, of the Shilling Grain Co., has sold his Board of Trade membership to L. C. Worth, of the L. C. Worth Commission Co., for \$8,500. Mr. Shilling will open an office in Los Angeles, but will also keep an office here.

The Board of Trade secured a temporary injunction restraining the State of Missouri from collecting a 25c road tax on all future trades. The tax will be collected as heretofore, excepting that the funds so collected will be kept in trust until the final decision of the court.

A com'te consisting of F. C. Blodget, chairman; James N. Russell, F. A. Theis, W. B. Lathrop, Stanley Christopher, W. C. Goffe, and H. C. Gamage, was appointed by L. A. Fuller, pres. of the Board of Trade, to investigate suggestions for the improvement of the market and to recommend any that would benefit the market.

J. P. Prescott, of Kansas City, a prominent miller in the Southwest, was found dead in his office recently, having shot himself. Prescott was 70 years old, and for 20 years had taken an active part in the milling affairs of the Southwest. He was president of the Kansas City Millers Club and was at one time treasurer of the Millers National Federation. Only Mrs. Prescott survives him.

## ST. LOUIS LETTER.

John Ring, 85, a member of Merchants Exchange for 70 years, died recently.

J. H. Dole & Co. have applied to the Board of Directors of the Exchange for approval of the appointment of W. M. Christie and Harry Sawyer as solicitors.

A. E. Staley, Decatur, Ill., Jos. J. Lynnes, Columbia, Mo., and Edgar G. Lemmon, Pleasant Hill, Ill. have been elected to membership in the Merchants Exchange.

W. T. Brookings and associates, of St. Louis, have organized the Marshall Hall Grain Corporation, capitalized at \$400,000, which will take over and continue the business of the Marshall Hall Grain Co. June 1, 1926. Mr. Brookings has purchased from the latter firm the Burlington Elvtr. which has a capacity of over 1,000,000 bu. Extensive improvements and additions are now being made upon it.

## MONTANA

Bozeman, Mont.—Fire Feb. 13 slightly damaged the elvtr. of F. L. Benepe.

Browning, Mont.—Stock in the Montana Flour Mills Co. warehouse was slightly damaged by fire recently.

Sidney, Mont.—A 360-h. p. Fairbanks Morse Diesel Engine has been installed in the Russell Miller Milling Co. plant.

## Do Not Take Chances

on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold ..... Bushels of ..... at ..... cents per bushel, to grade No. ...., to be delivered at ..... on or before .....". They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound with 3 sheets of carbon. Order FORM 10 DC, Price \$1.15.

## Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

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Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8".

Order Form No. 6 CB, Price 90 Cts.

## Grain Dealers Journal

309 S. La Salle Street, Chicago, Ill.



Shelby, Mont.—Our Shelby elvtr., which was burned recently, will not be rebuilt at once. We may rebuild on a smaller scale later.—Toole County Grain Co., Sunburst, Mont.

Peerless (Scobey p. o.), Mont.—A 30,000-bu. elvtr. has been constructed for the Peerless Farmers Grain Co. by the Victor Construction Co. It is said to be one of the finest houses in this part of the country, and is equipped with a Fairbanks 10-ton Scale, Strong Scott Dump, Fairbanks Morse 15-h.p. gas engine, Superior Buckets and a 500-bu. pit. The offices and engine room are plastered and are heated by a warm air plant.

## NEBRASKA

Edison, Neb.—Rankin Bros. elvtr. was slightly damaged by fire Feb. 10.

Diller, Neb.—Rupert Andrews was appointed mgr. of the Farmers Elvtr.

Crete, Neb.—J. G. Hutchinson has resigned as manager of the Farmers Elvtr.

Howell, Neb.—The Farmers Grain & Lumber Co. has engaged in the oil business.

Wilsonville, Neb.—P. A. Van Cleave has purchased the Andersen Grain Co.'s elvtr.

Preston, Neb.—James Gilmore has purchased the Heacock Elvtr., which he will manage himself.

Sterling, Neb.—J. M. Welch, owner of elvtrs. in Kimball and Sterling, died Feb. 6 at his home in Sterling.

Brock, Neb.—The Farmers Elvtr. Co. has recently installed a 15-h. p. Westinghouse Motor to replace its old gas engine.

Mead, Neb.—The Farmers Union Elvtr. Co. has employed Carl Harlan to succeed Eland Johnson as manager of the elvtr. here.

Steinauer, Neb.—J. E. Debey, of Logan, Kan., has purchased the Steinauer Flour Mills Co., and will retain Charles Schreff as manager.

Aurora, Neb.—Herman F. Colett, mgr. of the Aurora Elvtr. Co. has resigned and is going into business on his own account along the same line.

Columbus, Neb.—A grain testing demonstration by Government Grain Inspector Frank Maroney, for the benefit of grain dealers in 20 towns in this vicinity, has been planned by the T. B. Hord Grain Co.

Omaha, Neb.—The Omaha Flour Mills Co. is planning to spend a quarter of a million dollars for additions to its plant, electrical equipment, and a humidifying machine to keep the plant at an even temperature.

Omaha, Neb.—Elmer A. Cope, 47, head of the Cope Grain Co. and a resident of Omaha for 28 years, died Feb. 20. Mr. Cope was a charter member of the Grain Exchange, and was a former director. He was also a member of the Omaha Club, which was his residence for the past 20 years, the Country Athletic Ass'n, and the Chicago Athletic Ass'n. Mr. Cope came to Omaha when he was 20 years old, and became connected with the Bartlett-Frazier Co. He went with the Updike Grain Corp. in 1902, and in 1918 he established his own company.

## NEW ENGLAND

Boston, Mass.—Dues in the Flour & Grain Exchange are now \$55 annually for active members and \$25 annually for associate members.

Pawtucket, R. I.—The land and buildings of the Stanley Wood Milling Co. have been sold to the J. Cushing Co. of Fitchburg, Mass., for \$13,000.

North Adams, Mass.—The Berkshire Coal & Grain Co. of this city has brought suit against George Wing, Charles P. Whelton and John E. Harris, co-partners in a Greenfield, Mass. business, seeking to recover \$934.19 with interest. The plaintiff alleges that the defendants, officers of the company since found to be bankrupt, were required to file certain reports under the laws of the state and that statements contained in these reports were misrepresented.—S.

Boston, Mass.—Commercial disputes may be settled by arbitration hereafter, according to a new set of rules adopted by the board of directors of the Chamber of Commerce. Two parties failing to agree on a business transaction may resort to this plan by each choosing an arbiter, the third one to be chosen by the directors. The comite will have the authority to appoint experts to investigate any situations which may arise, and after this to make a decision.

Boston, Mass.—The Boston Grain & Flour Exchange at its annual meeting elected Albert K. Tapper, pres., Richard E. Pope, first vice pres., Edward H. Day, second vice pres., and Herbert L. Hammond, Rodney T. Hardy, John W. McLachlan, and Andrew L. O'Toole, directors.

## NEW JERSEY

Jersey City, N. J.—The Penn. R. R. has completed arrangements to install the most modern type of apparatus at Greenville Piers in order to provide better facilities for the handling of export grain shipments. The apparatus uses pneumatic suction and can transfer 100,000 bus. in 10 hours direct from cars to barges, to be floated to shipside. The machinery will be electrically operated.

## NEW YORK

Bergen, N. Y.—The mill of J. Roy Rogers was slightly damaged by fire which originated on the roll floor.

Mount Morris, N. Y.—Henry Perrigo, of Pittsford, N. Y., head of the Galbraith Milling Co., of this city, intends to rebuild the plant, which was burned recently.

### BUFFALO LETTER.

Pres. William L. Moffat, of the Moffat Flour Mills, Inc., and the Churchill Grain & Feed Co., died recently, at the age of 50.

Daniel E. Newhall, many years a member of the Board of Trade and Corn Exchange, died recently in Buffalo at the age of 79.

The contract has been awarded to the D. E. Horton Construction Co. by the Saskatchewan Cooperative Elvtr. Co. for the erection of a 900,000-bu. elvtr. addition to be completed in July. The work is to begin at once.

### NEW YORK LETTER.

Chas. N. Schlenker, of Chas. Fairchild & Co. has applied for membership on the Produce Exchange.

Application for membership has been made to the Produce Exchange by George Templeton, a broker.

Paul Whitman and Joseph Abel have formed a new commission and brokerage house under the name of Abel, Whitman & Co.

William Reimschneider has retired temporarily, and is going to take a trip to Europe. Mr. Reimschneider will retain his membership in the Produce Exchange.

M. K. Crossnay, vice pres. of the Bunge North American Grain Corp. has been elected to membership in the Produce Exchange, in the place of G. Jesselsohn, who is now in Europe.

The Produce Exchange has appointed A. Hansen, chairman, A. L. Russell, sec'y, Chas. A. Robinson, B. F. Schwartz, M. B. Jones, F. Teller, and Robert Straub, as a com'te to investigate the proposition of making deliveries to elvtrs. in Buffalo, because of the inadequate storage in this market.

## NORTH DAKOTA

Merricourt, N. D.—I will install a Strong-Scott Dump and a 800-bu. leg in my elvtr.—W. E. Tibbles.

Grand Forks, N. D.—The North Dakota Farmers Grain Dealers Ass'n will hold its annual convention here March 2-3 and 4.

Wahpeton, N. D.—The engine house of the Farmers Elvtr. was damaged by fire which started from an overheated stove.

Stevenson (Wahpeton P. O.), N. D.—The elvtr. here was purchased by Ira G. Moats, present mgr. of the Baldwin Elvtr. at Wahpeton. He will resign July 1.

Watford City, N. D.—Pete Lundquist, of Medicine Lake, Mont., has been chosen as mgr. of the Farmers Co-operative Elvtr. Co. to succeed Joseph Folven, who is organizing a farmers elvtr. at Sanish.

## OHIO

Weston, O.—The Rural Grain Co. suffered a small loss by fire Feb. 12.

St. Johns, O.—L. R. Richards is the new mgr. of the St. Johns Co-operative Co.

Hardin (Sidney p. o.), O.—Harry W. Reetz is now mgr. of the Hardin Grain & Supply Co.

Columbus, O.—The West Jefferson Milling Co., established in 1819, has been bot by Fred K. Studemann.

Patterson, O.—Maude Simmons and her husband purchased the elvtr. of W. J. Leply. They will operate it.

Russia, O.—The Russia Equity Exchange Co. has installed a new corn sheller and electric motor.—E. Francis, mgr.

Bryan, O.—The Bryan Farmers Elvtr. is installing a Eureka Combination Cracker and Grader bot of J. M. Bell.

Rockford, O.—The Little Elvtr. Co. is having a 22-in. Bauer ball-bearing motor driven attrition mill installed thru J. M. Bell.

Covington, O.—A 22-in. Bauer ball-bearing belt driven attrition mill purchased of J. M. Bell is being installed for the Covington Mills.

Prospect, O.—The Prospect Farmers Exchange has covered its main elvtr. with galvanized iron, and has installed another 20-h. p. motor and feed grinder.

Cincinnati, O.—Lyman Perin, formerly Pres. of Perin, Brouse, Skidmore & Co., has established himself in the grain and hay business under the firm name of Lyman Perin & Co.

Versailles, O.—J. F. Gephart and E. F. Frankman bot the "Fir" Flour Mills from the Landman Estate and have already taken possession. The name of the mills has been changed to the Versailles Flour Mills, but remains under the management of Clare Martin.

Troy, O.—Henry M. Allen, president of the Allen & Wheeler Co., millers and a director of the Millers' National Federation, died at Hot Springs, Ark., recently. Mr. Allen was also active in the affairs of the First-Troy National Bank, the Troy Telephone Co., the Tipp Telephone Co., the Troy Sunshade Co., and various other organizations. Although 69 years old, he was interested in farming, and was also well known as a philanthropist. In addition to his widow, Mr. Allen is survived by four children, Henry Russell Allen, Charles Coleman Allen, Mrs. Bessie M. McKnight, of Troy, and Mrs. Berta Adelaide Stover, of Wilmette, Ill.

## OKLAHOMA

Newkirk, Okla.—The Perry Mill & Elvtr. Co. is out of business here.

Muskogee, Okla.—The Nelson Flour & Feed Co. suffered a total loss in a recent fire.

Capron, Okla.—C. Swineheart, mgr. of the Kansas Milling Co. plant here, died recently.

Ponca, Okla.—The office of the Ponca Grain Co. here has been discontinued.—J. W. Ricks, mgr.

Oklahoma City, Okla.—Alfalfa Elvtr. Co. incorporated; capital stock \$3,000; incorporators, J. O. Holderby, C. A. Jewell, and T. W. Clark.

Altus, Okla.—J. Ray Baker, George B. Davis, and J. S. Wood recently incorporated the Oklahoma Grain & Fuel Co. with a capital stock of \$20,000.

Enid, Okla.—The Grain Dealers and Miller Ass'ns of Oklahoma will meet in annual session this year at Enid, Tuesday and Wednesday, May 18 and 19.

Oklahoma City, Okla.—Walter C. Klock, 73, for 25 years a grain dealer, died at his home here recently. Before his retirement Mr. Klock was connected with the Drennan Grain Co.

Enid, Okla.—Cecil Munn has been succeeded as mgr. of the Southwestern Wheat Growers Ass'n by W. D. Mathers, because of Mr. Munn's appointment as mgr. of the new terminal elvtr., now under construction here.

Clinton, Okla.—The articles of incorporation of the Clinton Milling Co. have been amended and the firm name changed to P. G. Newkirk Grain Co., with the same officers and stockholders as before and under the same management. The company will operate plants at Clinton, Cambridge, Hammon, Herring, McClure, and Werning, with general offices here.—Viola Rather.

Oklahoma City, Okla.—Frank S. Gresham, former pres. of the defunct Gresham Flour Mills Corp. and the Sun Grain & Export Co., has blocked the efforts of the state banking board to sell the property of these two companies. He has applied to the district court to set aside a contract between the state banking board and the Logan County Mill & Grain Co., which recently took over the Gresham Co. and the Sun Grain Co., and who are obliged to pay \$15,000 to the state, according to the contract.

## OREGON

Heppner, Ore.—Extensive improvements are being made to the plant of the Farmers Elvtr. Co.

## PENNSYLVANIA

Philadelphia, Pa.—The following applications for membership have been received by the Commercial Exchange: Henry D. Hughes, Ardmore; Roy P. Purchase, of this city.

## SOUTH DAKOTA

Lennox, S. D.—P. S. Winecke has bot the Plucker Elvtr.

Putney, S. D.—No. 1 house of the Putney Farmers Elvtr. Co. has been covered with metal.

Montrose, S. D.—The Cooperative Grain & Lumber Co. has installed a 10-ton automatic self registering scale.

Bellefourche, S. D.—The Tri-State Milling Co. is contemplating making extensive improvements this Spring.—C. A. Quarnberg.

Dante, S. D.—Ernest McKee, of Wayne, has bought the V. Fousek elvtr. The Western Terminal Elvtr. is the only plant open in Dante this year.

Centerville, S. D.—J. C. Parmenter, former mgr. of the Farmers Co-operative Ass'n at Wagner, is now the mgr. the Farmers Elvtr. Co. here.

## SOUTHEAST

Meridian, Miss.—Circuit Judge C. C. Miller on Feb. 15 sentenced F. M. Grice, 27, to six years in the state penitentiary on a plea of guilty to embezzlement of funds of the Meridian Grain & Elvtr. Co., where he was employed as book-keeper and cashier. He took about \$1,000 a month and spent it lavishly.—P.

## TENNESSEE

Memphis, Tenn.—Frank J. Gillespie, of Gillespie & Clark, has been indefinitely suspended for violation of the by-laws of the Merchants Exchange.

Memphis, Tenn.—Ben H. Williamson Jr. has returned from Florida and is again associated with M. G. Odeneal, under the firm name of Ben H. Williamson & Co.

Memphis, Tenn.—W. D. Burdine has applied for membership in the Merchants Exchange as a representative of Park & Pollard Co., of Chicago. He was formerly with the Mississippi Valley Grain Co.

Harrogate, Tenn.—A loss of between \$30,000 and \$40,000 was suffered by Dr. J. M. Hamilton, R. M. Shoffer, of Sewanee, Tenn., and J. Frank White, of Cumberland Gap, Tenn., who are joint owners of the Shoffer Milling Co. mill here, which burned recently.

## TEXAS

Fort Worth, Tex.—The P. J. Mullin Grain Co. has opened offices in the Anderson Bldg.

El Paso, Tex.—The Beaubien Brokerage Co. has opened offices here.—M. S. Beaubien.

Houston, Tex.—The American Maid Flour Mills Co. had a big loss when their bag stock burned.

Stephensville, Tex.—I have put in a Eureka Mixer and may improve the mill during the year.—Henry Clark.

Gatesville, Tex.—The plant of the Gatesville Roller Mills was destroyed by fire, the company suffering a loss of \$18,000.

Coleman, Tex.—We purchased additional warehouse space on the Santa Fe tracks, but not for immediate use.—Wilson Grain Co.

Fort Worth, Tex.—Jule G. Smith, pres. of the Fort Worth Elvtrs. Co. has just returned from a visit to Old Mexico. Of course, he sold some grain on the trip.

Fort Worth, Tex.—Frank Vandever, of Oklahoma City, formerly connected with the Stowers Grain Co., is now connected with the C. M. Carter Grain Co., of this city.

Fort Worth, Tex.—The Moore-Seaver Grain Co., of Kansas City, has been granted a permit to do business in Texas, and T. E. Ferguson, of this city, will be its representative.

Amarillo, Tex.—The Kearns Grain & Seed Co. has incorporated for \$40,000. The incorporators are H. L. Kearns, pres. and general mgr., S. J. Cole, sec'y and treas.—H. L. Kearns.

Marshall, Tex.—James H. Carter, former mayor of Marshall and an old resident of Dallas, died recently. For the last 20 years Mr. Carter has been connected with the Morten Milling Co. He was 75 years old, and is survived by his wife and four daughters.—P.

Fort Worth, Tex.—The suits of the Fort Worth Grain & Elvtr. Co. against the Alliance Insurance Co. and the Occidental Fire Insurance Co. were remanded to the state courts by Federal Judge James C. Wilson. The company contended that it could not get a fair trial in the state courts.—P.

Plainview, Tex.—The Harvest Queen Mill & Elvtr. Co. has let the contract to the Southwest-ern Engineering Co. for the building of a complete storage plant, consisting of reinforced concrete bins for 35,000 bus. of grain, seven story mill building, one story warehouse and office, and also for the necessary machinery and installation for first unit of 350-bbl. flour mill and 200-bbl. corn mill. A building is being built to provide space for an additional 350-bbl. flour mill unit.

## UTAH

Ogden, Utah—A grain dust fire started in the Globe Grain & Milling Co.'s elvtr. headhouse recently, but very little damage was done, because of the concrete and steel construction of the building.

## WASHINGTON

Everett, Wash.—The Everett Feed Mills has been incorporated by Fred Frey and A. H. Johnson for \$25,000.

Davenport, Wash.—W. J. Olwell, former mgr. of the Big Bend Milling Co. operating elvtrs. died recently at Olympia.

Seattle, Wash.—The Howell Grain Co., brokers, has sold out to the J. Mikkelsen Co. W. J. Howell will manage the Mikkelsen Co.'s feed dept.

Seattle, Wash.—E. A. Webster, of the E. A. Webster Grain Co., is selling out his business and in the future will manage the feed department of the Ryer Grain Co.

Seattle, Wash.—Otto T. Eisenbeice was elected president for 1926 of the Seattle Merchants' Exchange at its annual meeting recently. Mr. Eisenbeice is district manager of the McCormick Steamship Co. Other officers elected were: William Claussen, is Vice President; J. F. King, is sec'y and treas.; and A. A. Ryer was re-elected trustee.

Seattle, Wash.—The Seattle Merchants Exchange Clearing House was designated as a contract market on Jan. 29 by Sec'y Jardine in the name of the U. S. Grain Futures Administration. This permits the trading in futures. Last October the mentioned clearing house was incorporated by the following trustees: J. S. Armstrong, L. P. Baumann, J. A. Pease, P. S. Brown, J. S. King, H. B. Gee, Jno. Mikkelsen, Gordon T. Shaw and A. R. Smith. The first mentioned was appointed chairman of the organization com'te with authority to approve a plant for operating the clearing house.

Wilbur, Wash.—J. J. Montgomery, for 15 years sec'y of the Columbia River Milling Co. of Wilbur, Wash. and pres. of the Hartline Mill & Elvtr. Co. of Hartline, Wash., has sold his interests in both companies to other stockholders and has retired temporarily. Before his connection with these two firms, Mr. Montgomery was with the Puget Sound Warehouse Company for 8 years.

## WISCONSIN

Gillette, Wis.—Daniel Lemke has purchased the Gillette Flour Mills.

East Ellsworth, Wis.—W. J. Buckner bought the Equity Exchange of the Prescott Elvtr. Co.

Wilton, Wis.—Edward Wilkinson, dealer in flour and feed, has branched out into the jobbing business.

Fennimore, Wis.—Wm. Zimmerman is building an addition to the Fennimore Roller Mills for the storage of supplies.

Milwaukee, Wis.—Irving C. Lyman, formerly with Kneisler Bros. has gone into the elvtr. shipping business on his own account.

Barron, Wis.—John J. Holman, of the Barron Feed Mill, has purchased the warehouse of George Post, in order to increase his storage facilities.

Milwaukee, Wis.—The Chamber of Commerce has fixed 6% per annum as the rate of interest on February advances, which is the same as the old rate.

Tomah, Wis.—We are contemplating the installation of an attrition mill, very shortly.—H. J. Skinner, mgr. Tomah Equity Shipping Elvtr. Ass'n.

Verona, Wis.—Verona Supply & Sales Co. incorporated; capital stock \$15,000; incorporators: J. F. Matts, H. J. Nigls, W. L. Davidson, P. Burgenske, and O. E. Paradise.

Tomah, Wis.—I will build a 25,000-bu. elvtr. and feed mill, as well as additional warehouse space this summer, if conditions remain the same as they are now.—S. G. Sorenson.

Green Bay, Wis.—Relative to the proposed elvtr. to be built in Green Bay there are no definite plans on this for announcement at this time.—R. F. M., sec'y Ass'n of Commerce.

Superior, Wis.—Mrs. Mollie H. Widell, a member of the Wis. Grain & Warehouse Commission, has received her federal license as a grain inspector, to succeed the late William Bradley.

Milwaukee, Wis.—Mayor Hoan has been assured by H. E. Byram, one of the three receivers of the Chicago, Milwaukee & St. Paul Railroad, that Elvtr. E, which was destroyed by fire last June, will be rebuilt in time for the Autumn business.

Ogdensburg, Wis.—The Beitzel mills here were burned recently, with an estimated loss of \$8,000 to \$10,000 and no insurance. The plant was built in 1879 by Christian Beitzel & Son, and consisted of a grist mill and saw mill. A temporary feed mill has been set up, but a new mill is to be constructed very soon.

## Preventing Grain Smut.

[Continued from page 225.]

during the past fifteen or twenty years by the U. S. Depart. of Agri., the State Agricultural Colleges, manufacturers and dealers in fungicides, and various other agencies. Evidently, however, much more educational work is necessary to call attention to the seriousness of the situation and the ease with which it can be remedied.

The methods for preventing smuts are well known. A simple method of seed treatment which costs from two to three cents an acre will prevent smut almost entirely. In a few localities, especially in the Palouse district of the Pacific Northwest, crop rotation also is necessary, but in most regions seed treatment alone will do the job. The problem is to get the information to the grower and others interested in grain production.

There was so much stinking smut of wheat in the hard spring wheat region this past year that grain men and other business men of the Twin Cities, in co-operation with the United States Department of Agriculture and the agricultural colleges, have organized a smut prevention committee which is doing excellent work in spreading the gospel of seed treatment. All other agencies should do everything in their power to disseminate the necessary information. There is no good reason why smuts should cost the farmers from fifty to seventy-five million dollars a year. Some day this deplorable loss will be prevented. May that day come soon!

## THE A. E. STALEY MFG. CO.

Decatur

Illinois

is in the market daily for

# SOY BEANS

Quotations made on Number 2  
grade Government inspection or  
samples submitted



# Farmers Elevator Ass'n at Minneapolis

The farmer grain dealers of Minnesota managed to crowd six sessions and two banquets into their 3 days' convention at Minneapolis, besides individual visiting and inspection of a grain machinery exposition.

PRES. J. F. GUSTAFSON of Windom, Minn., at 10:15 a. m., Feb. 16, called to order the first session of the annual meeting of the Farmers Elevator Ass'n of Minnesota in the West Hotel at Minneapolis, with about 150 present.

MAYOR GEO. E. LEACH delivered a sincere address of welcome.

PRES. GUSTAFSON told of the progress made in the rail rate fight, and named the following com'ites:

**RESOLUTIONS:** S. S. Beach, Hutchinson; P. A. Gilbertson, Glenwood; J. R. Simer, Elmore; Fred Seidensticker, Wheaton; Alfred Immer, Jeffers; H. J. Farmer, Pipestone.

**AUDITING:** C. A. Erickson, Hallock; A. O. Lunder, Slayton.

**CREDENTIAL:** Theo. Frederickson, Kerkhoven; N. B. Leines, Willmar; H. J. Farmer, Pipestone.

The Northern Pacific Ladies' Sextette dressed in men's white flannels, opened the afternoon meeting with several well applauded selections, concluding with a humorous melody entitled "Show Me the Way to Go Home!"

F. S. BETZ of Chicago spoke on "The Guide Posts to Farmers Elevators."

The evil of undercapitalization was stressed. Carrying large open accounts was compared to an extraordinarily large amount of stock. Fixed assets, stocks, etc., should be amply covered by capital, he said. Storing grain in a working house presents some of the most difficult problems to be met in the grain trade. Book systems as check on the business was emphasized.

SECY NELSON of Benson summarized his printed annual field report, copies of which were distributed, with passing comments on the classified topics taken up therein.

J. S. MONTGOMERY of St. Paul spoke on the "Co-operative Marketing of Livestock thru Farmers Elevators."

F. H. SLOAN, Sioux Falls, S. D., sec'y of the South Dakota Farmers Grain Dealers Ass'n, brought greetings from his state and reiterated the progressive steps taken by his ass'n in bringing about real co-operative marketing of grain and associated commodities.

## Banquet Tuesday Evening.

A mixed group of 115 attended the "Get-Together Banquet" held in the West Hotel at 6:30 Tuesday evening.

Managers were noticeably absent, the commission houses entertaining them at private suppers and theaters.

R. W. KEELER of Chokio acted as toastmaster.

C. J. COTTINGTON, Stanhope, Ia., gave a detailed history of the Farmers Elevator movement from 1894 on, delving into the details of the grain business as well as terminal conditions in days of yore.

"Co-operation is the most used and the most abused word in the American language," he said.

Co-operative laws in all states were touched on and criticized, concluding with the progress made and to be made with the proposed Rural Grain Co. No outside money will be used in promoting this company. Prolonged patience was pleaded for in regards to dividends.

"The Farmers Elevators are not getting proper grades and weights at the terminals,"

he stressed in emphasizing the need of such a farmer-owned terminal marketing agency.

"We will make no investment in terminal elevators at the present," he explained, "especially not at Chicago." They plan to have a conditioning house so the full value of the grain can be derived.

Favoring remarks were made regarding the St. Lawrence-Great Lakes Waterway, it being felt that such development would be a great boon to the farmers of the Northwest.

Toastmaster Keeler proposed selling agencies in Minneapolis and Duluth, thinking by so doing that 50% of the present expenses could be saved.

Mr. ROTH, president of the Farmers Elevator Commission Co. of Pipestone, spoke of his own company and the ease with which they obtained a membership in the Minneapolis Chamber of Commerce, on the capital stock dividend plan. The Chamber is very friendly, he said.

CHARLES H. PRESTON, an auditor, gave a general talk on co-operation, its ups and downs the past four decades. He subdivided his talk into three divisions, namely, the educational, the economic, and the social benefit.

Of the business management of an elevator he explained that the manager was a trustee in the sense that funds are used to promote the best interests of the company.

The value of a disinterested outside audit was conceded regardless of the small percentage availing themselves of such service. In this connection he unauthoritatively cited that one manager in every ten went wrong last year. The responsibility of directors to the company's stockholders was here woven into the theme.

However, he did clearly set forth that "a real manager is not compensated today in proportion to his ability."

SENATOR SMIKEL of Winona County cited that co-operation was practiced 4,000 years ago in Egypt and in this connection pled for terminal facilities in Duluth and Minneapolis.

He drew an imaginative picture of the world's market and how Minnesota grain must take its chances on that world market.

## Wednesday Morning Session.

THEO. EDENSTROM of Wolverton took charge of the proceedings, this being the Managers' Session.

D. P. O'NEILL of the Board of Appeals gave a short history of the development of protein content-testing laboratories for wheat.

The meeting was thrown open for round table discussion on the subject of "Shall Our Present Storage Laws Be Changed?" It appears that the Attorney-General has construed the language of the storage law to suit his followers. The assemblage favored storing in the farmers' granaries only.

N. H. MONGEAU, Elmore, moved that Pres. Gustafson appoint a com'ite to investigate the costs of storage and present their findings to the marketing department of the state department of agriculture.

THEO. HENNESSY of Lamberton made a motion that an amendment to the above resolution be passed to the effect that the managers go on record as unreservedly opposing the storing of grain. The amendment and the resolution received no opposition.

Local storage problems were brought up and discussed.

G. G. GRANT, ass't sec'y of the Railroad and Warehouse Commission, St. Paul, defended his department on the charge of delaying cars in shipment because of slow sampling and

inspection. He also mentioned that seven trucks are being purchased by the scale department to check the accuracy of country scales.

H. J. PETERSON of St. James brought up the subject of the manager of a farmers elevator having to have the permission of his board of directors before he can trade with any terminal commission house, it appearing that the rules of the Minneapolis Chamber of Commerce require brokers and merchants to investigate a manager's authority to trade in futures before orders are executed over any lengthy period of time.

JOHN G. McHUGH, Sec'y of the Minneapolis Chamber of Commerce, stated that blanks are sent Farmers Elevators to be filled out under the jurisdiction of the board of directors naming the two parties to whom conformations are to be mailed. Failure of the directors to take such conforming steps after a reasonable length of time and after diligent effort to secure same is exercised by commission men, and the liability attaching for accepting and executing further orders he said is a point of law that would be decided according to the varying factors.

Pres. GUSTAFSON called the Wednesday afternoon session to order at 1:45 with a gathering totaling about 200.

H. J. HAY, of St. Paul, representing the governor, advised delegates to get in touch with him for assistance in rearranging the charters of Farmers Elevators so that exemption from income taxes could be claimed and obtained. He concluded with a brief outline of the progress made by co-operative organizations the past 40 years in comparison with the progress of legislative enactment.

The Harmonia Quartet of Mountain Lake sang a number of well received selections.

A. L. BERG, Baltic, So. Dak., president of the South Dakota Farmers Elevator Ass'n, extended the greetings from his organization.

O. P. B. JACOBSON, state railroad commissioner, gave an address on railroad valuations.

Mr. MOORE of St. Paul extended an invitation to hold next year's convention at the capital city.

Mr. TENNEY, of Minneapolis, invited the convention always to return to Minneapolis.

P. J. COLEMAN, St. Paul, Northwest Regional Advisory Board, sec'y to the railroads, spoke of the work of the organization. He is quoted at length elsewhere in this number.

S. S. BEACH, chairman of the Resolutions Com'ite, then read the resolutions.

P. P. QUIRT, state weighmaster, gave a short and interesting history of the state weighing department.

F. H. FARMER, of Pipestone, talked favorably on mutual insurance and state organization.

## Thursday Morning Session.

Pres. GUSTAFSON called Thursday morning's session to order at 10 a. m. About 50 were present at the opening.

MR. BENEDICKSON spoke on the history of the storage law, as he was a member of the legislature at the time the law was passed. He also brot up the subject of marketing grain at threshing time, taking the stand that the speculator takes advantage of the farmer because the latter must sell for lack of storage facilities. In this connection he pleaded for continuation of the practice of storing.

The Harmonia Quartet sang some humorous melodies extolling the merits of the Farmers Elevator.

"PETE" A. LEE, Fargo, N. D., sec'y of the North Dakota Farmers Grain Dealers Ass'n, lauded the co-operation existing between state ass'n's. Dues and the duty of backing the state ass'n was also brot home to the delegates.

"Bringing grain to the elevator places it in the visible supply and the speculator knows exactly what to do with the market," he concluded.

J. W. SHORTHILL, Omaha, Neb., sec'y of the Farmers National Grain Dealers Ass'n, cited the railroad track mileage in the United States, stating the trackage is enough to encircle the globe 10 times. This was cited as illustrative of the progress of industry in general, and transportation in particular. "Stabilized thinking," was the keynote of his address, following up with the value of the "personal appeal—the human touch."

The physical and financial phases of storing and hedging grain were considered in detail. Both were condemned, as was the metric system of weights and measures.

Mr. Shorthill concluded with a summary of the principles of the rail rate case, hearings of which were recently closed.

THEO. FREDERICKSON, Kirkhoven, chairman of the credentials com'te, read the names of the stations represented by the paid membership, and the selected delegates assembled at one side of the room.

S. S. BEACH, Hutchinson, chairman of the resolutions com'te, re-read, one by one, the resolutions presented the previous day. The following were adopted:

## Resolutions.

### Against Rate Increase.

RESOLVED, That we vigorously oppose at this time any increase whatever in freight rates on agricultural products.

### Fidelity Insurance thru Ass'n.

RESOLVED, That we recommend the elevator companies of Minnesota to secure their fidelity and liability insurance through the state association.

### Waterway Improvement.

RESOLVED, That we urge upon the administration in bringing about at the earliest possible time the deepening and improving of the St. Lawrence river and the Mississippi river as proposed for ocean going vessels.

### Oppose Reduction of Flaxseed Tariff.

RESOLVED, That we vigorously oppose the reduction of the tariff on flaxseed and its products.

### Favor Anti-Discrimination Law.

WHEREAS, Certain large interests give farmers elevators unfair competition by paying bigger prices at farmer elevator points than at non-competitive points, and

WHEREAS, This same practice is apparent in the marketing of other lines of farmers produce, therefore be it

RESOLVED, That we favor the passage of an indiscriminatory law covering all lines of farm products.

### Meaning of Storage Law.

RESOLVED, That it is the belief of the members of this Association that that part of the laws governing country elevators, which refers to storage charges means just as it reads. That the charges for the first 15 days or a fraction thereof shall be optional with a maximum of one-half of one cent per bushel. And that after the first 15 days charges shall be fixed and compulsory, one-thirtieth of one cent per bushel per day.

This is to become unreservedly effective at the beginning of the next crop year (July 1). Copies of this resolution to be sent Railroad & Warehouse Commission and the Att'y Gen'l.

### Outlying Sampling Stations.

WHEREAS, We feel that the sampling stations located throughout the various points of Minnesota have been a great help in the speedy moving of cars, we therefore recommend and urge that these stations be continued.

### Dockage on Rye and Barley Opposed.

WHEREAS, There is a movement to place dockage upon rye and barley, therefore be it

RESOLVED, That we, the Farmers Grain Dealers of Minnesota, are opposed to any and every such dockage and that this product be sold on their merits.

ADAM BRINN, Stewartsville, read the treasurer's report. It was adopted.

C. A. ERICKSON of Hallock, chairman of the auditing com'te, read his report. It was also adopted.

John F. Gustafson of Windom was re-elected pres.; H. J. Farmer, vice-pres.; Adam Brinn of Stewartsville, treas. The three directors whose term expired were also re-elected for another 3-year term.

The meeting was adjourned *sine die*.

**Commission Merchants Ass'n Banquet.**  
Twice the number expected were served at

the banquet tendered over 700 grain dealers and their wives at 6:30 at the New Nicollet Hotel Thursday evening by the Minneapolis Grain Commission Merchants Ass'n.

Eight blue and white uniformed girl musicians ushered in the guests with the latest popular melodies.

A red headed soloist and a male quartet took turns with the orchestra in entertaining the assembled guests.

G. P. HARDING, president of the Minneapolis Grain Commission Merchants Ass'n, was toastmaster.

Rev. Roy L. Smith addressed the gathering on "Some Wild Notions I Have Known Of," an extremely humorous spiel with a splendid moral.

Half a dozen light musical offerings intervened at this point.

Pres. Gustafson kept the assemblage in hearty laughter.

Dr. Wright of the University of Minnesota announced the summer session of the Institute of Co-operation.

J. Adam Bede, Pine Island, a former congressman, treated "The Wake of Progress."

With a hearty invitation to return to Minneapolis for the 20th annual convention, Toastmaster Harding concluded the evening's program.

## Convention Notes.

R. W. Oglesby, contractor, was ever present.

Minneapolis grain firms held open house during the entire meet, having headquarters in the hotel.

B. E. Beltz, with the McCaull-Dinsmore Co., came over from Aberdeen, So. Dak., to meet his many friends.

A. E. Leif of the Grain Dealers Fire Insurance Co., wrestled with a beastly cold borne and bootlegged from Chicago.

W. M. Bell Co. of Milwaukee, maintained headquarters within convenient distance of the convention hall. F. B. Bell was the pleasant host.

"Pete" A. Lee, Grand Forks, sec'y of the North Dakota ass'n, and J. W. Shorthill, Omaha, sec'y of the Nebraska ass'n, as well as of the national ass'n, were both in attendance.

Some of the officers and directors of the South Dakota ass'n attended this convention in its entirety. Among them were: A. L. Berg, pres., Baltic; F. H. Sloan, sec'y, Sioux Falls; E. J. Oyan, director, Baltic.

Souvenirs: Strong-Scott Mfg. Co. distributed Ropp's Reckoners. T. E. Ibberson Co. put out snappers. Ruggles & Rademaker Salt Co., passed out large lead pencils. The Richardson Grain Separator Co.'s Automatic pencil was much sought.

## A Grain Machinery Exposition.

Altho a majority of those attending the meeting are not users of grain handling or cleaning machinery, all are interested and the elevator supply men were out in force. Among the exhibits were a grain cleaner, an enclosed motor, bricks of salt, a separator, a dockage tester, samples of field seeds, a wildoats separator, a huller and scarifier, an attrition mill, a disc separator, a feed grinder.

Fairbanks, Morse & Co. displayed a number of different size enclosed motors. A dial scale drew all those heavily interested in weighty propositions. W. A. Bellis attended the display.

The Columbian Rope Co. exhibited a table of binder twine. K. O. Lee was in charge.

Strong-Scott Mfg. Co. was represented by G. A. Brown and C. H. Townsend.

A clover and alfalfa huller exhibited was sold during the convention.

Kewanee Implement Co.'s working model truck dump was shown by J. W. Coxon.

T. E. Ibberson Co.'s photographs of a few of the many elevators erected by it occupied a prominent place in the hotel lobby. Messrs.

Holtby, Kiffe, and Ibberson Jr., represented the company.

Northrup, King & Co., displayed its brands of seeds, feeds, and feeding accessories. Chas. Wilcox, Jno. Christianson and A. K. Bush were connected therewith.

A model lightning machine was effectively demonstrated by J. J. Martin.

A vividly colored distributor of improved design caught the eye of everyone.

J. B. Sedberry's hammer mill was exhibited by A. E. Thompson.

Hickok Construction Co. had blue prints and drawings for perusal. H. M. Hickok and Geo. E. Hull explained to those interested.

A. V. Cleland, E. D. Erickson, H. D. Fau and J. R. Irwin operated a number of the "Expert" line of machines, among them being a flax tester, a smut treater, a dustless cleaner, and a re-huller and scarifier.

A Richardson Automatic Scale was set up in the lobby. Mr. McCrum had charge.

A Gruendler hammer mill attracted considerable attention.

## HESS PNEUMATIC GRAIN DRIERS

Used everywhere—

## NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

**HESS WARMING &  
VENTILATING CO.**  
1207 So. Western Ave.  
CHICAGO



## Feedstuffs

**Philadelphia, Pa.**—An office was recently opened here by the American Grain & Feed Co.

**Kansas City, Mo.**—Fowler Commission Co. has added a millfeed department to its grain and hay business and placed D. H. Kresky in charge.

**Kansas City, Mo.**—A mill feed department, with D. H. Kresky as its manager, has been added to the business of the Fowler Commission Co.

**Omaha, Neb.**—Opening of a branch factory here by the Tarkio Molasses Feed Co. is planned according to the announcement of A. H. Schmitt, pres.

**Bellevue, Wash.**—The Shaw building here has been leased for 5 years by Z. Hodges and his son, to be used in a feed business. A feed mill will be installed later.

**Memphis, Tenn.**—E. P. MacNicol, former newspaper man, is the present sec'y of the recently organized Southern Mixed Feed Manufacturers Ass'n, offices in this city.

**Peoria, Ill.**—Peoria received 33,960 tons of millfeed in January compared with 48,720 tons in January a year ago. Shipments were 34,330 tons against 42,330 a year ago.

**Evansville, Ind.**—Corn meal manufacturers in southern Indiana report their mills being operated on good time and trade has been fairly good since the first of the year.—C.

**Minneapolis, Minn.**—No improvement in the oilcake situation is apparent. A letter from the Copenhagen states "The values in Denmark of oilcake are now as low as ever within 10 years."—Archer-Daniels-Midland Co.

**Evansville, Ind.**—John K. Jennings, pres. of the Diamond Feed Mills in this city, is being urged by some of his friends to seek the democratic nomination for congress in the first Indiana district in the May primaries.—C.

**Ellensburg, Wash.**—In preparation for effecting its plan to manufacture commercial feedstuffs, the Comstock-Arvidson Co. has installed considerable new machinery in its plant and warehouse. A hammer mill, a mixer and elevators are included.

**Kansas City, Mo.**—Application of the Pan-American Feed Co. to sell a portion of its stock in the state of Kansas has been rejected by the Kansas State Charter Board, which held it could not authorize Kansas City, Mo., corporations to raise funds in Kansas for the support and promotion of Missouri business enterprises.

**St. Charles, Mo.**—A new cereal mill has been started here with capital stock of \$100,000. Several other small mills are operated by the company known as the Taylor-Made Flour Mills. Dr. Chas. E. Taylor is pres. F. O. Boone is in charge of the local mill.

**Kansas City, Kan.**—Fire destroyed the plant of the Southard Feed & Milling Co. on Feb. 12, with the exception of a single small warehouse. Loss was estimated at \$150,000, partially covered by insurance. An overheated belt on an elevator is given as the cause.

**Chicago, Ill.**—The Bertley Co. has been incorporated by H. R. Strauss, F. M. Rosekrans, Mildred D. Rosekrans and F. M. Rosekrans, Jr., with \$25,000 capital stock to do a general business in millfeed, grain and flour. Mr. Strauss has been operating in the millfeed jobbing business for years.

**Milwaukee, Wisc.**—The Lay-Egg Co. has been organized by Edw. La Budde, Roy La Budde and Carl Houlton of the La Budde Feed & Grain Co., to manufacture chicken feed in which cod-liver oil is used as one of the principal ingredients. Their experiments with the product on their own flocks have apparently been successful.

**Appleton, Wis.**—The Appleton Cereal Mills has merged with the Western Elevator Co. by an exchange of stock. Joseph Ullman has been placed in charge of the cereal mill, where a new Jay Bee grinder turns out pulverized cob corn and grain at the rate of 250 bus. per hour. The main office of both plants are now at the elevator.

**East Pembroke, N. Y.**—Schedules in bankruptcy have been filed by E. Harry Miller, listing his assets entirely as a feed mill property here, valued at \$20,000 and about \$1,000 in accounts. Liabilities are listed as totaling \$18,973.17 in secured claims and \$10,927.08 in unsecured claims. A mortgage of \$12,546.13 is held against the mill property by John Ball & Co., Caledonia millers, and an equity of \$8,000 by a bank.

**Fort Wayne, Ind.**—The McMillen Co., manufacturing mixed feeds, has secured the services of A. G. Phillips, professor of poultry husbandry at Purdue University and is giving him charge of the home sales department. He will join the company on June 1. Mr. Phillips is a graduate of the Kansas State Agricultural College, took special work in poultry at Cornell University and has been identified with poultry feeding for the past 20 years.

**Memphis, Tenn.**—Reorganization of John Wade & Sons, manufacturing and wholesaling feed and grain, resulted in Joseph J. Wade, Sr., becoming pres. The Union & Planters Bank purchased the real estate of the old company and leased it to the new company, the finances of which have been improved with \$50,000 new capital. J. J. Wade, Phil M. Canale, Frank Glankler, Hamilton E. Little and John W. Loch were named in the application for a charter.

**Cedar Rapids, Ia.**—A \$5,000,000 expansion program has been announced by officials of the Quaker Oats Co. for their plant at this point. It will cover a period of 5 years and increase the capacity of the plant by 50%. Among the improvements is construction of an additional 3,000,000 bus. capacity in 84 storage tanks each 100-ft. high by 22 ft. in diameter, and installation of 2 automatic car unloaders. A 10-story package plant and new macaroni and pancake flour departments will be added.

**Chicago, Ill.**—Congressman Albert H. Vestal, of Indiana, author of the Decimal Weight Package Bill, will be one of the speakers at the annual meeting of the Millers' National Federation to be held here April 22nd and 23rd. He has been a member of the National House of Representatives since 1917. During the last and preceding congresses he was chairman of the House Committee on Coinage, Weights, and Measures, to which the Decimal Weight Bill was referred, and is still a member of that committee.

## Supply Trade

The cost of advertising is only one small item in the cost of distribution.—Class.

**Chicago, Ill.**—The Adams Bag Co., Chicago Falls, O., has become affiliated with the Chase Bag Co., however, retaining its name and former management.

**Willmar, Minn.**—D. C. and W. P. Martin, of Minneapolis, have been investigating several factory sites here with a view to building a plant for the manufacture of feed grinders.

**Minneapolis, Minn.**—The Strong-Scott Mfg. Co. has acquired a site in the new northeastern industrial section, and will erect thereon a building to house its grain elevator and mill machinery business. The building as planned, will have 60,000 square feet of floor space, with ample ground space for future expansion.

**Bloomington, Ill.**—Creditors of the B. S. Constant Mfg. Co. will hold their final meeting Mar. 5 in the office of Foster & Morrissey, referees, whose report shows that \$24,185.81 has been received, and \$14,692.13 paid out, leaving a balance of \$9,493 for fees and the final dividend. Accounts amounting to \$13,493.35 have been found worthless and at this meeting will be sold or abandoned.

**Chicago, Ill.**—The 11th annual convention of the National Scale Men's Ass'n will be held in Chicago, headquarters at the Auditorium hotel, on Mar. 9, 10 and 11. Government officials and railroad inspectors are on the program. Among the promised speakers are J. A. Schmitz, Chicago Board of Trade Weighmaster; M. H. Ladd, Milwaukee Chamber of Commerce Weighmaster; L. R. Boyer of Fairbanks Morse Co.; H. O. Hem of Toledo, and other manufacturers representatives.

### Gutta Percha & Rubber Mfg. Company Moves to Buffalo.

Through a merger of the financial interests of the Hewitt Rubber Co. of Buffalo, N. Y., with the Gutta Percha & Rubber Mfg. Co. of New York and Brooklyn, Buffalo recently acquired another large rubber industry.

At a re-organization meeting held in Buffalo, F. E. Miller was elected president of the Gutta Percha & Rubber Mfg. Co. John H. Kelly and Amadee Spadone were elected vice presidents and W. J. Magee, sec.-treas. The re-organization is the first step in the removal of the company's plant, office and other facilities to Buffalo.

For some time the Gutta Percha & Rubber Mfg. Co. has felt the need of manufacturing facilities which could not be provided in its Brooklyn factory. Accordingly it was decided that the best interests of customers would be served by abandoning the factory at Brooklyn, and obtaining such permanent accommodations elsewhere as would be adequate for present needs and future growth.

Extensive investigation and study disclosed that the availability of unlimited electric power from Niagara Falls and ideal labor and transportation conditions as well as other factors especially advantageous to the rubber industry, made Buffalo an ideal location. Further investigation showed that one of the most modern rubber plants in the United States was that of the Hewitt Rubber Co. located at Buffalo.

Several months negotiations were terminated, under which the financial interests were merged with the Hewitt Company, and future manufacture of our products will be carried on at the Hewitt factory.

**Sioux City, Ia.**—Grain quotations from the Sioux City Grain Exchange are being broadcasted daily on a regular schedule.

## PROFIT is assured by using correct Grain Grading Equipment



Official Brown Duval  
Moisture Testers  
Scales  
Sieves  
Triers  
Mixers  
Sample Pans  
Accessories

### Why Not Electrify Your Moisture Tester?

Our equipment used by the Government Grain Inspection Depts. and thousands of mills and elevators.

**Seed Trade Reporting Bureau**  
1018 So. Wabash Ave.  
Chicago, Ill.



## Smile Coaxers

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

### A Collection Stunt.

After having sent several statements to a procrastinating debtor and using every means except the law I decided on another stunt.

I sent him another statement only making the account twice as much as formerly. Within two days the old man was in the office ready to raise the roof. After getting him in the office our stunt worked. We compromised and he paid the account.—J. B. Studebaker, New Carlisle, O.

### Spanked Because He Did Not Drown.

A deep hole had been dug near the elevator and when corn was being shelled the cobs were spouted into this hole and burned. The evening before it had rained and formed a lake in the hole and when they had blown out the silks and shucks from the cleaner it completely covered the water so it looked like a nice carpet.

My helper's little boy, who was playing about the elevator had been warned repeatedly to stay away from the cob pit, but the smooth red covering was so inviting he could not resist it. After taking a step or so he sank and yelled lustily for help.

His father got him out, gave him a sound spanking, and took him to his mother who asked, "What is the matter?" He replied, "Daddy spanked me because I didn't drown." —J. J. F.

## Books Received

**WHEAT AND RYE STATISTICS** for the year ended Dec. 31, 1924, with comparable data for earlier years, contains tables and statistics on the bread grains, wheat and rye, and on wheat flour and certain by-products of milling, designed to give a summary of data. Acreage, production, yield, costs, standards, supply and distribution, freight rates, exports and imports, international trade, etc., are covered. Statistical Bulletin No. 12, U. S. Department of Agriculture, Washington, D. C.

**AN EXPERIMENT IN SELECTING CORN FOR YIELD** by the method of the ear-row breeding plot, by Louie H. Smith and Arthur M. Brunson gives a description of experiments covering 10-years of selection for yield by the method mentioned. An unnamed variety of no particular breeding, but adapted to the region, was used. A high-yield and a low yield breeding plot were founded upon the basis of the relative productiveness of the seed ears as determined by preliminary ear-row test. Continued selection resulted in marked separation of the 2 strains with respect to yield. Various tables are given. Bulletin No. 271, University of Illinois Agricultural Experiment Station, Urbana, Ill.

**PROBLEMS IN MARKETING Pennsylvania** wheat contains practical recommendations within the power of farmers and millers to carry out, calling attention to the fact that too many different varieties are grown, that seed wheat contains too much weed seed and that wheat contains too much garlic. A study is made of carload shipments of wheat from each county in the state for four years. For example 183 cars of wheat were shipped from Adams County and the statement shows the grading of the wheat on arrival at Philadelphia or Baltimore and the discounts that were suffered. The facts collected must have been an effective aid in enlisting the aid of the wheat growers in the campaign for wheat improvement vigorously pushed by the Pennsylvania Department of Agriculture. General Bulletin No. 393, Pennsylvania Department of Agriculture, Harrisburg, Pa.

### I. C. C. Activities.

Complaint has been filed against the K. C. M. & O. et al. by the Red Star Milling Co., of Wichita, Kan., alleging unlawful rates and charges on grain due to demand for alleged undercharges for transit.

Dismissal of docket 16020. Manufacturers Ass'n of Chicago Heights vs. Baltimore & Ohio railroad, et al., was recommended upon a finding that the applicable rate on soy beans in carloads from Norfolk, Va., to Chicago Heights, in June, 1922, was reasonable.

Alleged failure of carriers to refund charges on a carload of oats moving from Forum, Okla., to McCloud, Cal., transited at Oakland with resulting damage, has led to complaint against the Santa Fe railroad et al. by the Albers Bros. Milling Co. of San Francisco, which asks reparation.

Complaint has been filed against the P. & L. E. railroad et al., by the Newsome Feed & Grain Co., of Pittsburgh, which alleges unreasonable, discriminatory and prejudicial charges on a carload of middlings moving from New Castle, Pa., to Pioneer, O. Reparations are asked.

Alleging unreasonable and prejudicial charges on wheat moving from Hamburg and Vernon, Mich., to Jonesville, milled at the latter point and forwarded to Chicago, the Jonesville Milling Co. filed complaint against the Ann Arbor railroad et al. and asks reparation and rates for the future.

An ambiguous tariff led the Interstate Commerce Commission examiner to recommend finding rates on grain and grain products from points in Colorado, Kansas and Nebraska to destinations in Tennessee, Georgia and Alabama as illegal in docket 17130, Russell Grain Co. vs. A. G. S., et al.

Switching charges on shipments of grain, grain products, alfalfa meal, hay and other feedstuffs received in transit at Meridian, Miss., were illegally assessed and collected by the M. & O. railroad according to the finding of the Commission in docket 16352, Sturges Co., et al. vs. Alabama & Vicksburg railroad et al. and reparation was awarded.

Farmers are in splendid financial and mental condition around us. No reason for being otherwise.—L. W. Hettinger, J. H. Cochrane Co., Portage, Wis.

### "Jailing Agitators to Help the Farmer"

A revolt against the activities of professional farm leaders is taking root in many agricultural districts throughout the central and northwest states.

Curiously it is sponsored by country newspapers and farm magazines that in the past have been strong proponents of sound agricultural measures; publications whose editors have been close to the needs of the dirt farmer.

Many country newspaper editors declare the ridiculous statements of ambitious farm politicians are pounding down land values, depressing commodity prices and frightening out capital that normally would be drawn into the rural districts.

Up in Minnesota and North Dakota, the home of the old Non-Partisan League, out of which grew some of the most rapid exponents of farm socialization, a new gospel is being preached by editors whose soundness of judgment has long carried great weight with the dirt farmer.

Some of them are sharply outspoken in their attacks upon farm leaders who have stirred politics and farm ills in the same black kettle and sent up smoke screens that have camouflaged the true issues.

From Minnesota, the state that sent Magnus Johnson to the United States senate, comes one of the strongest newspaper attacks upon the present methods of farm leaders. It is typical of the growing feeling among country editors. The editor of the *Long Prairie Leader*, whose outspoken comments are widely quoted, proposes as a real aid to the farmer that "farm leaders be jailed for 90 days."

Olympia, Wash.—Reports circulated from Yakima that the embargo on alfalfa shipments from Idaho, Utah and other states infected with weevil were to be lifted have been officially denied by E. J. Barnes, director of agriculture. Confiscation in Spokane of a hay shipment from Idaho has caused a case now pending in the U. S. Supreme Court, brought by the O. W. R. & N. Railroad.

## GRAIN TABLES DIRECT REDUCTION

Reduce any weight of grain from 600 to 6590 pounds, by 10-lb. breaks direct to bushels. The pounds are printed in heavy faced type, and the reductions to bushels are shown directly beside the corresponding number of pounds, so it is impossible to get the wrong reduction when reading. Printed from large type on card-board, size 10 1/2 x 12 1/2 inches, and sold only in sets as follows:

FORM 4560 DR—For reductions to bushels of 45, 48, 50, 52 and 60 pounds, and 60 pounds with dockage for dirt at 1, 2, 3 and 5 lbs. per bushel, nine tables printed on five cards. Price 50 cents.

FORM 3280 DR—For reductions to bushels of 32, 33, 35, 56, 56 with 1 lb. reduction for dirt, 68, 70, 72, 75 and 80 lbs., ten tables printed on five cards. Price 75 cents.

GRAIN DEALERS JOURNAL  
305 So. La Salle St. Chicago, Ill.

## Purchase and Sale Contracts

Is a double page form designed for recording contracts for the purchase and contracts for the sale of grain. Each kind of grain is entered on a page by itself so dealer may quickly total columns, and ascertain whether he is long or short.

The left hand pages are devoted to—Purchased; the column headings being: Date; From Whom; Bushels; Grade; Delivery. Price; By Whom; Bot; How; and Remarks. The right hand pages show—Sold, under which the following information is recorded: Date; To Whom; Bushels; Grade; Shipment; Price; By Whom Sold; How; and Remarks.

The book is well printed and ruled on linen ledger paper, size 8 1/2 x 14 in., and contains 80 double pages. Bound in full canvas and heavy board covers. Order Form 18 P & S. Price \$3.00.

Send all orders to  
GRAIN DEALERS JOURNAL  
305 S. La Salle St. Chicago, Ill.

## IMPROVED DUPLICATING GRAIN TICKETS

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and at the same time, a ticket will be ready for the hauler. Very convenient for dealers who regularly issue scale tickets for each load of grain received. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3 1/2 x 6 inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 1/2 x 12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise the ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer." Order Form 19 GT. Price \$1.75.

GRAIN DEALERS JOURNAL  
305 So. La Salle St. Chicago, Ill.



## Supreme Court Decisions

**Arbitration.**—Arbitrator, who borrowed money from interested party, became disqualified, and his further acts were void regardless of good faith, especially in view of evidence of bias during course of arbitration toward party befriending him.—*In re Friedman*. Supreme Court of New York. 213 N. Y. Supp. 369.

**Passage of Title.**—If goods are sold to be shipped by a common carrier, the general rule is that the title passes to the buyer and a right of action for the purchase price vests in the seller upon delivery to the carrier, consigned to the purchaser, of merchandise of the kind, quality, and quantity specified in the contract, properly prepared for shipment.—*Mullins v. Farris et al.* Supreme Court of Appeals of West Virginia. 131 S. E. 6.

**Pooling Contract.**—Agreement by co-operative marketing association to buy, and by grower to sell to association exclusively, all of specified product on certain acreage grown during certain period, does not lack mutuality of remedy, because duties resting on association are in nature of personal services which could not be specifically enforced by grower, and hence association may specifically enforce agreement.—*Oregon Growers' Co-op. Ass'n v. Riddle*. Supreme Court of Oregon. 241 Pac. 1011.

**Inspection Final.**—Where parties to contract of sale had agreed that inspection of grain inspector at Kansas City should be final in case of dispute, the fact that several inspections showed oats in question were grade No. 4 instead of grade No. 3 as graded at Kansas City did not show a gross mistake, tending to show bad faith on part of Kansas City inspector, so that his grading might be disregarded.—*Hayes Grain & Commission Co. v. Federal Grain Co.* Supreme Court of Arkansas. 277 S. W. 521.

**Thresher's Lien.**—Where the owner of a threshing claim, secured by a valid thresher's lien, makes a demand upon a person to whom the grain covered by the lien has been delivered, and the demand is refused, and thereafter assigns the claim and the lien, the assignee may elect to proceed against the person to whom the grain was delivered in conversion, and no new demand need be made by the assignee. A refusal to deliver the grain, in such circumstances, to any person who has the right to demand it, is evidence of conversion and may be proved by one who subsequently becomes an assignee of all the rights and interest of the owner of the claim secured by the lien.—*First Nat. Bank of Harvey v. Woodworth Elevator Co.* Supreme Court of North Dakota. 206 N. W. 795.

**Passage of Title.**—Where 6,000 sacks of rice were bought, subject to test, which resulted in 100 sacks being rejected, and buyer paid \$4,000 in part payment at time of sale, but insurance on rice was kept by seller till after final payment, held, title to rice that had not been tested was in seller, and he should pay taxes thereon; Civ. Code, § 1140, providing for transfer of title of personal property, not being applicable because buyer's rice was not identified until tested. Where goods sold are positively identified, title passes to buyer, although they are part of larger mass, or have to be weighed, but when it is necessary to weigh, measure, or test goods in order to determine whether they are the kind buyer is bound to accept, seller retains title till such determination is made.—*Wanee v. Thomas*. District Court of Appeal, California. 242 Pac. 509.

**Seller of Feed Not Liable.**—Seller's recommendation of certain brand of dairy stock feed held not express warranty that packages sold and delivered a year afterward would contain no deleterious substance nor any substances other than those stated on original packages. Sellers of dairy stock feed in original packages, on which information as to contents was plainly stamped, held not to imply warrant that particular lot sold would contain no foreign, deleterious or poisonous substances.—*A. H. Andrews & Son v. Harper et ux.* Supreme Court of Washington. 242 Pac. 27.

**Validity of Future Contracts.**—Where contracts for cotton were made in Texas, whether made with Texas broker or New Orleans stock exchange member, represented by broker, they are governed by the lex loci contractus, and dealings between principal and broker, being illegal in Texas in their inception, are not validated by subsequent contract between broker and stock exchange member purporting to be a legal transaction in Louisiana; such dealings being separate.—*Allen v. Denman*. Court of Civil Appeals of Texas. 278 S. W. 500.

**Conversion of Shipment.**—Where a car of grain, transported by a railway company under a standard bill of lading, is consigned to the shipper, with directions to notify a certain dealer at the point of destination, and it is there delivered to grain dealers without the surrender of the bill of lading, and the grain is sold and disposed of without the consent of the owner, and without compensation to him, the railway company and the grain dealers who contributed to the wrongful disposition of the grain are jointly and severally liable for the conversion of the grain.—*Farmers' Grain & Supply Co. v. Atchison, T. & S. F. Ry. Co.* Supreme Court of Kansas. 242 Pac. 151.

**Freight Charges on Shipments from Canada.**—Freight charges on through shipments from Canada to the United States are payable at schedule rates in American money. Where shipper made through shipment of pulpwood from Canada into United States, and voluntarily paid through rate in United States money on its arrival in accordance with Interstate Commerce Act, § 6, par. 7 (Comp. St. § 8569), held such payment was not illegally exacted, and shipper could not recover as overcharge the difference between amount paid in United States and charge for carriage in Canada in depreciated Canadian currency.—*N. Y. & P. Co. v. Davis*. Director General. U. S. District Court, N. Y. 8 Fed. (2d) 662.

**Shipper Entitled to Interest on Reparation Award.**—Under Federal Control Act, § 10 Comp. St. 1918, Comp. St. Ann. Supp. 1919, § 31154j), and Transportation Act, § 206 (a), (c), being Comp. St. Ann. Supp. 1923, § 100714cc, a shipper, charged excessive freight rates during federal control of railroads, was entitled to recover so-called interest on the reparation award ordered by the Interstate Commerce Commission to be paid pursuant to Interstate Commerce Act, § 16 (Comp. St. § 8584), despite Judicial Code, § 177 (Comp. St. § 1168), but was not entitled to recover the costs and attorney's fees ordered by the Commission to be paid.—*Wilson & Co. v. Davis*. Director General. U. S. Circuit Court of Appeals. 8 Fed. (2d) 484.

## Grain Claims Bureau, Inc.

19 So. La Salle St. Chicago, Ill.

Audits for purpose of recovering your freight claim losses will cost you nothing. We will not fail to fully protect your interests. Our charges will never exceed 33 1/3% of amount recovered; frequently less. We would like to serve YOU.

W. S. BRAUDT, Pres. and Treas. HARRY J. BERMAN, General Counsel

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**St. L. T. & E. tariff 3-E, Ill. C. C., No. 69,** effective Mar. 10, increases rates on flour, grain and grain products between East St. Louis and Edwardsville, Ill.

**C. R. I. & P. supplement No. 31** to tariff 22000-H, supplement 29 to I. C. C. No. C-11168, effective Mar. 20, makes certain changes in routing instructions.

**C. & A. supplement No. 5** to tariff 1570-G, I. C. C. No. A-1429, effective Feb. 22, gives rules for milling, malting and transit privileges on grain, grain products, and seeds.

**I. C. supplement 32** to tariff 601-J, I. C. C. No. A-10025, effective Feb. 6, cancels supplement 13 to the same tariff, on page 7 thereof, all provisions applicable on "Flax Seed."

**C. & E. I. supplement No. 19** to tariff 600-A, supplement 19 to I. C. C. 165, effective Mar. 15, reduces the rate on grain and grain products in carloads from Index stations 253-255, inclusive, to Chicago, to 17.5c per 100 lbs.

**A. T. & S. F. supplement 20** to tariff 5702-H, I. C. C. 9566, effective Mar. 20, advances certain distance rates on hay and straw between points in Kansas, also Joplin, Mo., on the Santa Fe, and points in Oklahoma on the Santa Fe, G. C. & S. F. and P. & S. E.

## Rates on Grain for Export via Galveston

During the early part of 1922, the Galveston Commercial Ass'n petitioned the Interstate Commerce Commission for a 6c per hundred lower rate on grain thru the port of Galveston than thru New Orleans when shipped for export. The Galveston Commercial Exchange petition provided that all grain produced in Kansas south of the main line of the Union Pacific railroad be granted this preferential rate. An examiner was appointed to take testimony which was submitted June 24, 1925. The examiner recommended that the prayer of the Galveston Exchange be not granted. Exceptions were filed to the report proposed and the case was orally argued before the Commission in Washington.

Finally the Commission established the same rates to or from New Orleans on Galveston, as the case may be, in instances where the difference in distance from and to the two ports are not greater than 100 miles and by establishing rates to or from Galveston, a differential under New Orleans in instances where the difference in distance in favor of are greater than 100 miles.

This means that grain and grain products originating at all points on all railroads south of the Union Pacific will have the advantage of 3c per 100 lbs. in rate over New Orleans, if the order of the Commission is to stand. The Commission has granted a rehearing of the case and appointed another examiner to take further testimony.

The hearing is proceeding from New Orleans to Galveston, Fort Worth, Tulsa and Kansas City, being scheduled for the latter point on Mar. 12 and 13.

The New Orleans hearings on the Galveston grain rate controversy ended here this week and hearings were again resumed in Galveston on the 23rd. C. B. Fox, grain exporter, in giving testimony, declared that shippers should be permitted a choice of ports and that congestion at Galveston would place a handicap on exporters. He condemned the differentials proposed in favor of Galveston.

**Washington, D. C.**—Hearings on the Dickinson bill for farm relief will begin Mar. 1 in the House Agricultural Com'te. The greatest relief needed by farmers today is to be protected from the scheming agitators and the vote-chasing politicians.



## Grain Carriers

**Surplus box cars** in good repair totaled 101,714 on Feb. 7, a decrease of 12,146 during the week. Practically no car shortage was reported.

**Washington, D. C.**—Bert E. Haney, of Oregon, has placed his resignation from the United States Shipping Board in the hands of President Coolidge to be effective Mar. 1.

**New York, N. Y.**—The Pennsylvania railroad has placed an embargo on bulk grain consigned, reconsigned or intended for delivery in New York harbor and New York City stations. Lack of new facilities, which will be opened late this month, is given as the reason.

**Grain and grain products** were loaded into 44,643 cars during the week ending Feb. 6. This was 3,359 cars under the same week of 1925. In the western districts alone these commodities were loaded into 27,848 cars, a decrease of 3,799 cars under the same week a year ago.

**Portland, Ore.**—Removal of certain alleged discriminations existing on carload shipments of grain routed via Portland has been recommended by I. C. C. examiners. It is claimed the present arrangement is preferential to Tacoma, Seattle and Everett in that mills located at those points are accorded thru rates and transit privileges denied Portland millers.

**Milwaukee, Wis.**—The directors of the Chamber of Commerce have instructed the manager of the transportation department of the Chamber to become a member of the Grain Markets Traffic Ass'n, composed of traffic managers of Middle West exchanges. This organization handles traffic problems affecting the business in a body, instead of individually.

**Buffalo, N. Y.**—The steamer E. Y. Townsend of the M. A. Hanna & Co. has been released and proceeded to the Superior and Eastern elevators where she discharged her cargo of 374,000 bus. of wheat. The steamer sank in the shallow water of the harbor recently, but the grain is reported as only slightly damaged, some 2,500 bus. having become water-logged.

**Vancouver, B. C.**—A list of bookings for the first 3 months of 1926 at this port showed 54 vessels would load grain. Twenty of them would carry 102,500 tons of grain to the orient and the remaining 34 would take 161,000 tons to the United Kingdom. The strike of British union wireless operators is being felt and some ships arrive without notice and unreported for lack of an operator.

**Kansas City, Mo.**—Announcement has been made that the Kansas City Northwestern railroad line running from Kansas City to Virginia, Neb., a distance of 200 miles, will be junked. The line has stood idle for several years. Financial difficulties followed control by the federal government during the war, which curtailed the road's business. Several grain elevators are along the route.

**Kansas City, Mo.**—A tariff has been published by the Rock Island railroad, immediately effective, covering transit provisions at this city on grain destined to Pacific Coast territory. Absorption will amount to 17.5c on 100 lbs. of wheat and 16c on inbound corn from points in Kansas, Nebraska and Colorado taking rates in group G, when traffic is destined to points on the Southern Pacific west of El Paso.

**Vancouver, B. C.**—Limited drying facilities in Vancouver is causing exporters some difficulty in getting supplies forwarded to this point. Railways are using a permit system to avoid congestions. Farmers only are allowed to ship without a permit, irrespective of the condition of their grain. Exporters and elevator companies can ship only dry grain, and must

use a permit, which they consider a very unfair ruling.

**Montreal, Que.**—A merger of the Canada Steamship Lines with the Great Lakes Transportation Co. was arranged following negotiations at Cleveland. Heretofore these companies have been strong competitors. The 122 ships of the two companies are involved; the 40 belonging to the Canadian company to be devoted largely to carrying grain from Duluth to the Atlantic. Official announcement of the merger is expected in a few days.

**Oswego, N. Y.**—The case of the city of Oswego against all the rail carriers and their connections entering the city handling ex-lakes grain and grain products was brought before the Interstate Commerce Commission on Feb. 15. The city is trying to have a rate on ex-lake grain and grain products established, which will be 2c per 100 lbs. lower than the rate in effect thru Buffalo, Erie, Fairport, O., and other points at which transfers from boats to rail are made.

**Portland, Ore.**—Equalization of grain rates on shipments originating from points east of Spokane, destined for Puget Sound points and elimination of adverse differentials against such shipments thru Portland to their destination at the Sound, has been recommended by the examiner for the Interstate Commerce Commission. Affirmation of the recommendation will place Portland millers on a parity with the Puget Sound millers on milling in transit shipments.

**Washington, D. C.**—It is generally believed that the measure introduced in the Senate by Wm. J. Harris, Georgia, proposing a cut of 50% on the rail and water rates on wheat, corn and cotton to be exported in vessels owned by the United States, violates the principle that is opposed to legislative rate making. The bill would likewise affect domestic and international competition in these commodities. It is believed the measure will not be pressed.

**Indianapolis, Ind.**—A proposal by the B/4 railroad to increase grain rates from 9½c to 11½c per 100 lbs. on all grain shipped from southeastern Indiana to Ohio river points is being protested by the Indiana Farm Bureau Federation, the Indiana Wheat Growers Ass'n and the Indiana State Chamber of Commerce. A hearing will be held in Chicago in the near future and will be attended by R. H. Hoppeler, of the Chamber of Commerce, and W. H. Settle, of the Farm Bureau.

**Sioux City, Ia.**—Reductions of 3 cents per 100 lbs. on grain from points in South Dakota, south of Iroquois, to Memphis, New Orleans, Cairo, St. Louis and other Mississippi Valley points, via Sioux City, has been ordered immediately effective by the C. & N. W. and the C. M. & St. P. Railroads. Northwestern and Omaha roads have also announced general reductions on shipments from Nebraska points north and west of Norfolk to the same Mississippi Valley points so that Omaha and Sioux City rates are on a parity.

**A. C. Thomas** of New Harmony, Ind., has calculated the cost of growing wheat in different years in Southern Indiana; and one of the items of expense on a 16-acre field is \$19.80 tax in 1914, which increased to \$33 in 1923. The dealers who marketed the farmers grain, the railroads which transported it, and every agency employed by either also paid higher taxes and added it to the cost of doing business. When the tax collector demands less, all others can serve for less.

## Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9½x11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.55; weight 2 lbs.

**Grain Dealers Journal**  
309 So. La Salle St., Chicago, Ill.

## Grain Receiving Ledger

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its numbered pages of linen ledger paper, size, 8½x13½ inches, is ruled for 42 wagon loads. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with keratol back and corners.

Form 43—200 pages, \$3.25  
Form 43XX—400 pages, \$5.50

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The best and most complete edition of these popular reduction tables ever issued. It contains 12 grain tables and two pages of freight tables all printed from heavy-faced type in two colors on heavy tough Manila stock. It is reinforced at back with cloth. Marginal index for quickly finding table wanted.

All reductions are complete on one page. It has a range from 100 to 4,090 lbs. on 10-pound breaks. The table shows the following reductions: Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grass Seed and Corn Meal at 48 lbs. Barely at 50 lbs. Shelled Corn, Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Ear Corn at 70 lbs., 72 lbs., 75 lbs. and 80 lbs. per bu.

Freight table shows rate per bushel at 60, 66, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 31½ cents in ½ cent rises.

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The Grain Dealers Journal



## The Heating Hazard.

BY H. C. LEE OF THE MUTUAL FIRE PREVENTION BUREAU.

The greatest heating hazard with which the mill or elevator owner has to contend is the office stove. During the winter months it is the most useful and at the same time the most abused thing in an elevator. The stove may be out in the mill or in the warehouse but the usual location is in the office. On a cold morning the first thing done is to start a fire. Just to help it along and insure plenty of heat, the draft is opened wide and in short order the old stove is red hot. This happens many times during the day and when the men are all busy they just let it roar. Unless that stove is installed just right, sooner or later the office will go up in smoke and the elevator or warehouse along with it.

Floors under stoves should be protected with sheet metal or concrete base which should extend three feet in front of, and two feet each side of, the stove. If the stove does not have legs, that is if it rests flat on the base with no air space, the metal or concrete base should have an air space between it and the floor. If the wall clearance from a small stove is less than 36 inches, the wall should be protected by sheet metal and asbestos board, with an air space between the metal and the wall. If the clearance from a large stove is less than 48 inches the wall should be protected in the same way. Where the ceiling clearance is less than 14 inches from the stove pipe, or less than 24 inches from the top of the stove itself, similar protection should be given the ceiling. If the pipe must run thru a frame wall, which we do not recommend, three-inch air space thimbles should be provided.

Stoves in offices or grain elevators and in potato warehouses cause more fires in the months of December, January and February than any other cause. A large percent of those fires are due to carelessness. If you have such stoves in any of the buildings it will pay you to check up on how well they are installed.

Then, too, if you heat with steam, the pipes must be cleared from the wood or any other combustible material. Where pipes run thru floors or partitions they should be given good clearance and held in that position with metal braces. Old sacks, junk and dirt have a habit of collecting behind and around steam pipes, especially in packing rooms, and they are apt to cause fires.

Hot air furnaces have no place in a flour mill or in any property where there is as much combustible dust floating around as there is in a mill or elevator. The top of the fire box becomes red hot at times and an accumulation of dust will cause some fireworks. If you have a hot air furnace, take care that the fire box is cleaned off regularly, and don't try to keep too hot a fire.

Open gas flames, electric heaters and the like have no place in a mill or elevator. An owner or worker is flirting with destruction when he brings grain dust in contact with an open flame. Open flames don't even need grain dust to start trouble. We have one case on our record where a stenographer was cleaning her typewriter with gasoline and an open gas flame seven feet away caused an explosion. The girl was not seriously hurt, but she undoubtedly learned a valuable lesson in fire prevention.

**Spokane, Wash.**—Co-operative farm organization officials are testifying in the suit brought against Henry Ford and the Dearborn Independent for \$1,000,000 by Aaron Sapiro, the agricultural pool organizer. Officials of the Washington-Idaho Wheat Growers Ass'n were called to make depositions. It is alleged the Dearborn Independent made harmful allusions to the methods followed by Sapiro in the organization of farmers co-operative ass'ns.

## Tri-State Mutual Annual Report.

Sec'y E. H. Moreland of the Tri-State Mutual Grain Dealers Fire Insurance Co., Inc., Luverne, Minn., in his financial statement as of Dec. 31, 1925, reports gross assets of \$147,331.86. This is divided into Liberty bonds, at the market value, \$106,421.09; first farm mortgage loans, \$20,000; cash in banks, \$16,964.54; premium in course of collection, \$2,594.02; accrued interest, \$1,352.21.

Liabilities are divided as follows: fire losses adjusted, unpaid, \$4,175.60; reserve for taxes, \$850; re-insurance premiums payable, \$1,376.34; re-insurance reserve (Minnesota basis), \$20,409.94; surplus over legal reserve, \$120,519.98.

Insurance written in 1925 amounted to \$10,614,179. The insurance in force on Dec. 31 was \$9,365,097. Premiums received since organization of the company amount to \$1,016,297.65; losses paid during the same period of time amount to \$365,558.63.

## Mill and Elevator Fieldmen Meeting.

The 19th annual meeting of the Mill and Elevator Fieldmen's Ass'n was held in the Palmer House, Red Lacquer room, at Chicago, on Feb. 9, 10, 11 and 12. A large attendance was enjoyed. Tribute to fieldmen as being partially responsible for the improved conditions and growth of insurance companies was paid by Pres. C. R. McCotter in his annual address.

A. P. Husband, sec'y, Millers' National Federation, discussed the uniform cost accounting system of that organization.

Ways and means of increasing the premium income of insurance companies were discussed by Gleason Allen and Ira J. Milligan. W. H. Ingalls discussed the fundamentals of inspection for fire hazards. Protection of buildings against lightning and recent changes in regulations of mutuals was covered by E. C. Rea and H. C. Lee. The development in electrical equipment and regulations discussion was led by C. W. Gustafson.

Eugene Arms, manager of the Mutual Fire Prevention Bureau, led a discussion on business and financial surveys in which most of the delegates participated.

## Fire Loss in Nebraska Based on Valuation in Policy.

The Supreme Court of Nebraska on Dec. 30, 1925, decided in favor of Geo. E. Calnon of Alda, Neb., in his suit against the Fidelity-Phenix Ins. Co., to recover \$12,000 insurance on his elevator.

The insurance company alleged the valued policy law did not apply, claiming the elevator, being on leased ground of the right of way of the Union Pacific, was personal property, and that contrary to the insurance contract Calnon had mortgaged the elevator for \$10,000.

The Nebraska statute reads:

"Whenever any policy of insurance shall be written to insure any real property in this state against loss by fire, tornado or lightning, and the property insured shall be wholly destroyed without criminal fault on the part of the insured or his assignee, the amount of the insurance written in such policy shall be taken conclusively to be the true value of the property insured and the true amount of loss and measure of damages."

In 1913 the legislature adopted section 3187, Rev. St. 1913, which now appears as section 7787, Comp. St. 1922, so that "Under the statutes of Nebraska, the violation of a condition in a fire insurance policy by the mortgaging of insured chattels does not invalidate the insurance, unless the breach of contract contributes to the loss."

The lower court had given Calnon judgment for \$12,000, plus \$1,200 attorney's fees. The Supreme court affirmed this and added \$730.34 interest on \$12,000. This interest, at 7 per cent accrued Jan. 10, 1922, which was 60 days after due proof of loss had been furnished, and ran until rendition of the verdict, Nov. 23.

The defense by the insurance company that the building was worth less than \$3,600 at the time of its destruction, was of no avail, under the valued policy law. The allegation by the defense that the fire which caused its destruction originated thru the "act, design, procurement and criminal fault" of the plaintiff,

evidently was not proved to the satisfaction of the jury.—206 N. W. Rep. 765.

The grain elevator was a cribbed house 29x33 ft. and 60 ft. high, with electric power, on a concrete foundation, with shingle roof, and had a steel boot pit.

## Insurance Notes.

A gas filled light globe nearly caused fire in a Kansas elevator recently. It was being temporarily used in a dump; dust collected on the globe and the wire and the excessive heat from the lamp set it afire. Since then the manager has removed all gas globes from his plant and will tolerate them no longer. His experience is worth noting and his consequent act worth emulating.

**Freeport, Ill.**—H. A. Hillmer Co. entered into an arrangement with a local electric firm to examine, oil and clean all of its electric motors at regular intervals for a definite sum. If this arrangement works satisfactorily, they hope to avoid motor troubles. The Hillmer Co. will do more than that. By using this means of avoiding motor troubles it automatically reduces its fire hazards and is adopting a practice that could be advantageously followed by a great many grain elevators.

**Alton, Ill.**—The annual meeting of the Millers Mutual Fire Insurance Ass'n was held here on Feb. 10. The following officers were elected: pres., H. B. Sparks; first vice-pres., W. E. Meek; second vice-pres., G. S. Milnor; sec-treas., G. A. McKinney; assistant treas., J. W. Buckingham. Directors: L. A. Arneson, C. B. Cole, Frank Kell, M. D. King, A. J. Koenigsmark, G. A. McKinney, W. E. Meek, G. S. Milnor, Julius Postel, A. F. Prangle, G. N. Sauer, W. H. Schlueter, Firmin Fusz, H. B. Sparks, Charles T. Johnson.

**Brooklyn, Mich.**—The pop-corn factory of Hart & Howell was destroyed by fire recently with loss of \$75,000. The growers of Indian corn might reduce their burdensome surplus by planting some of their acreage to popcorn.

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**Grain Scale Book** Size of page,  $10\frac{1}{2} \times 15\frac{3}{4}$  inches. This indexed receiving book is designed to meet the needs of dealers who want something better than the ordinary. Separate pages are given to each farmer and all are indexed so that their accounts may be instantly located. If so desired, it can be used as a grain journal, the two "L. F." columns providing for posting both debits and credits and entering the numbers of the ledger pages.

The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

This book is bound in heavy red keratol back and corners with black cloth sides, and its name is stamped in gold leaf on the front cover. Order Form 23. Price, \$4.75. Weight, 6 lbs.

**Grain Shipping Ledger.** Size of page,  $10\frac{1}{2} \times 15\frac{3}{4}$  inches. The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

Each book contains 100 double pages of heavy linen ledger paper and a 16-page index, thus affording ample space for a large number of accounts. Each page is ruled for 50 entries, giving a total capacity of 5,000 cars to the book.

This double page form, combined with "Grain Scale Book" makes an excellent set of books for country dealers who want high grade material and workmanship as well as practical convenience. It is cloth bound with black keratol back and corners. "Grain Shipping Ledger" is stamped in gold leaf on front cover. Order Form 24. Price \$4.00. Weight, 5 lbs.

## Grain Dealers Journal

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Car Liners	{ Motors
Car Loader	Power Shovel
Car Mover	Radio Equipment
Car Seals	Railroad Claim Books
Cipher Codes	Rat or Weevil Exterminator
Claim (R. R.) Collection	Renewable Fuse
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	Scales
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Dockage Tester	Screw Conveyor
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Elevator Leg	Silent Chain Drive { Steel or Zinc
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# Grain Handling Equipment

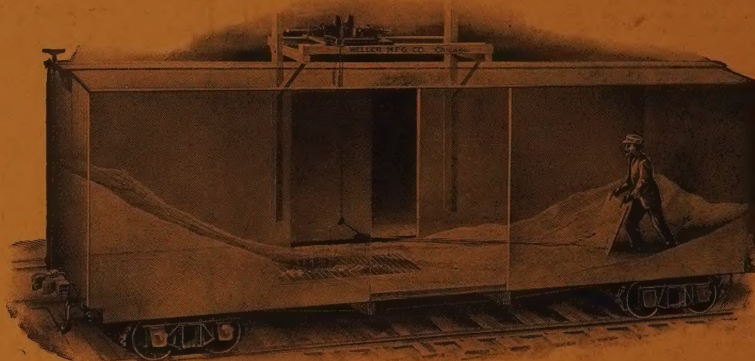
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**Without  
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Requires Less Space Than  
Any Power Shovel on  
the Market.**



It is positive in action and never misses engaging the clutch. The driving pawl is of steel forged and hardened.

The driving mechanism is entirely enclosed, located within the winding drum. The clutch is designed so that when engaged it drives with area of the surface. This is 6 inches instead of about 1 inch as in all other makes this reduces the wear to a minimum.

The winding drum is centrally located in the supporting frame, so there are no right or left hand required.

It has few parts, is less liable to breakage on account of compact design and the liberal use of steel in the small parts.

The possible rope travel is 100 feet which

is about double that of any other shovel. It will pull at any point the shovel is stopped and it requires less effort on the part of the operator.

It is shipped ready to install so time is saved in erection—all that it is necessary to do is to secure the shovel in place and attach the power.

While power shovels were originally designed for handling grain, they are being used for unloading coal, lime, sand, gravel, cement, cotton seed and other bulk. Materials from box cars are also used for reclaiming.

The Weller Shovel is fully protected by patents and on the later improvements the patents are pending.

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